A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 22, 1968

International Trade Winds

Company News

MEASURING EQUIPMENT—Field Emission Corp., McMinville, Ore., has established a German subsidiary, Field Emission G.m.b.H., with headquarters in Munich. The new company will initially concentrate on the sale of the U.S. firm's measuring instruments for radiography.

CHEMICALS—Kaiser Aluminum and Chemical Corp., Oakland, Calif., and the Hyesons Group of Industries, their Pakistani partners in a proposed fertilizer manufacturing venture, recently signed a contract with two Japanese firms for the construction of a urea plant in West Pakistan. The $49 million plant, which will have a capacity of 340,000 metric tons of ammonia-derived urea per year will be built by the Toyo Engineering Corp. and Mitsui and Co., Ltd. Foreign exchange requirements will be met from a Japanese Government loan of approximately $44 million. The new company, Hyesons Agricultural Chemicals Ltd., will be managed by the Pakistani partner, while Kaiser will furnish technical assistance during the first 10 years of operation.

BANKING—The Bank of America, San Francisco, has opened one new branch office in Latin America, and plans to open three more within the month. The new office already open is at Concepcion, Chile, the bank's first in that city and its eighth in the country. The three other branches are planned for Comayaguela, Honduras, Guatemala City, Guatemala, and Buenos Aires, Argentina, bringing Bank of America's total of offices in Buenos Aires to two, and three each in Honduras and Guatemala. The bank's Latin American offices will total 29 with the additions, and the worldwide system includes 68 branches.

INSURANCE—American Foreign Insurance Association, New York, has opened a branch office in Quito, the capital of Ecuador. AFIA's member companies registered in Ecuador are Great American Insurance Co. and Hartford Fire Insurance Co., and the group's affiliated national company in Ecuador is Companhia de Seguros Condor, S.A. AFIA also has a branch office at Guayaquil, Ecuador.

Newsletter

The first single-company between-shows presentation was held at the Beirut, Lebanon Sample Display Center last month. The Center interrupted its sample showings to give the Ridge Tool Co., Elyria, O., a week's exposure. More than 100 Lebanese Government officials, airline shop managers, contractors, plumbers and building technicians came. Ridge now has a good basis for expectations of a hefty increase in its Lebanese sales.

Keeping Lake Tahoe pure. It's the subject of discussions on "Water for Tomorrow" at the Milan U.S. Trade Center's current exhibition on water pollution control equipment. A Trade Mission of water treatment specialists is presenting the program about Tahoe and its new developments in pollution abatement. Italy is interested because its metropolitan areas face sanitation problems. The group, sponsored by the California Council for International Trade and assisted by the U.S. Commerce Dept., is also visiting Geneva, Bonn, Paris and London.

Putts are falling in six countries outside the U.S. now with the help of Ray Cook's "Vibra-Groove" golf clubs. Ray Cook, Inc., was a participant in the 1966 Industry-Organized Government-Assisted San Antonio Trade Mission to Europe. The company has already sold $25,000 worth of its special putters overseas, and expects annual repeat business at that level. This business is being done in England, Scotland, Germany, Spain, Italy and Sweden—which testifies to changing sports patterns in some of those countries.

A sales forecast of $4.6 million has been made by the 37 companies that exhibited at a data processing equipment show at the U.S. Trade Center in Frankfurt last month. An associated symposium on computer time sharing included 15 papers prepared by American and German specialists in the field. Some of the lectures brought more than 300 persons to Amerika Haus, near the Trade Center.

Boring the English Channel Tunnel in a U.S.-made air-conditioned cab? It's part of the pattern of the future, being shaped by American technology. Tunneling machines capable of chewing 50-foot holes through rock harder than concrete are already available at up to $500,000 each. Most are operated by one man in an air-conditioned cab, guided by a laser beam. Almost all are made in the U.S.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

A new placard will be seen in windows and counters across the United States soon, telling visitors from abroad of opportunities for lower-cost travel, lodging, etc. It refers to a new Hospitality Card, to be used from May 1 to Dec. 31, which entitles foreign travelers in the U.S. to discounts ranging from 50% off on domestic air fares to various savings for hotel, restaurant, car rental, retail purchases, and admission tickets to events. Story is on page 2.

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Group sees prospects for more State sales; second Pennsylvania mission leaves at end of month for Far East tour

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New discount card designed to bring more visitors to U.S.

Firms wishing to offer discounts may still join program; U.S. corporations in world business given chance to cooperate

U.S. travel industry efforts to lower the cost of a vacation in the United States for visitors from abroad have been consolidated in a Hospitality Card which entitles the bearer to discounts ranging from a 50% reduction on domestic air fares to varying reductions for hotels and restaurants, car rentals, retail purchases and tickets to special events.

All discounts are available to foreign travelers throughout the world and to Americans residing abroad, with the exception of certain air and car rental discounts which are limited to residents outside the Western Hemisphere.

The Hospitality Card, effective May 1 through Dec. 31, 1968, will be distributed by the U.S. Travel Service and will be available abroad from airline and steamship offices, travel agents and tour units.

The card is the outcome of a recommendation of President Johnson's Industry-Government Special Task Force on Travel.

Immigration and Naturalization officers at U.S. ports of entry will validate the card upon arrival presentation. It will be good for 90 days.

U.S. firms wishing to offer reductions to foreign visitors may send details to the Presidential Commission on Travel, Department of the Treasury, Washington, D.C., 20220.

Along with its recommendation on the Hospitality Card, the Presidential Task Force urged that U.S.-based international corporations should be encouraged to devise financial and professional incentives for travel of their foreign employees to the U.S. in 1968 and 1969.

A further request of U.S. businesses operating around the world was that they tie their public relations and product advertising to U.S. travel themes.

A number of U.S. corporations have already responded to these requests. Among them are IBM World Trade Corp., Texaco, Standard Oil of New Jersey, Union Carbide, Continental Can, Campbell Soup, General Precision Equipment Corp., Texas Instruments, Inc., Monsanto Co., Lummus Co., and Alcoa.

In a parallel recommendation enlisting U.S. businessmen, engineers, scientists and other professionals, the Task Force asked the U.S. Travel Service to promote travel by foreign professional and "special activity" groups to the United States. One way to increase such projects, it was declared, was to get qualified travel agents to offer specific and attractive package tours for this purpose.

The American Bankers Association was also called upon by the Presidential Task Force. It was asked to set up a program in which bank officers charged with relations with U.S. international corporations encourage the travel of foreign employees to the U.S.

Company-sponsored Visit USA programs have been used successfully in recent years by foreign affiliates of American firms.

For example, in 1964, more than 1,000 overseas Singer Co. employees participated in a low-cost air charter trip to the United States sponsored by the company but paid for by the employees.

Among other companies that have promoted tours of this country are: International General Electric, International Business Machines, General Motors, International Harvester, and Allis-Chalmers.

In 1966 the U.S. Travel Service set up a many-sided program called BUSIVISIT, a Commerce-industry promotion directed to corporate and sales managements in the U.S. and abroad, international trade associations, chambers of commerce, service organizations, international congress secretariats, and the travel trade.

The program involves:

Promotion of increased visits by specialized professional, business scientific, and engineering groups for study, research, and educational purposes, through the joint efforts of the Travel Service and Commerce Department's Business and Defense Services Administration.

The promotion of increased travel by businessmen abroad to U.S. trade and professional conventions and exhibitions. To this end, over 200 U.S. associations provide USTS with news releases and brochures on their meetings. In turn these are translated and distributed to the appropriate overseas press, counterpart organizations and the travel trade. As a result groups from abroad have attended meetings of the American Pharmaceutical Association, the American Bakers Association, and the American Institute of Aeronautics and Astronautics.

Joint USTS and Bureau of International Commerce promotion of Visit USA programs at overseas trade fairs, U.S. trade centers, in "America Weeks", and with U.S. trade missions overseas.

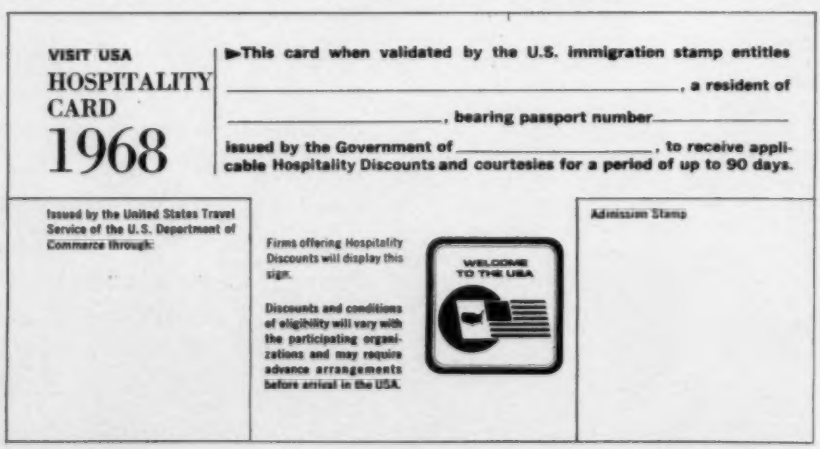
Promotion of incentive travel to the U.S. for sales organizations.

Enlisting private industry cooperation in selling the Visit USA program overseas through their subsidiary offices and plants, including promotion of vacation travel arranged for foreign employees of U.S. companies operating abroad, as well as for foreign companies.

A program to promote the U.S. as a congress site for international meetings. To this end a brochure, "Congress, USA," has been prepared. Next month the International Association of Convention Bureaus will take a mission to Europe to meet with various federation executives.

Promotion of incentive travel to the U.S. for sales organizations. This past fall, William Conley, president of Gibson Refrigerator Sales Corp., introduced in Mexico City a slide presentation describing how companies abroad and U.S. companies with overseas affiliates can institute an incentive program featuring the U.S. as the destination, to their employees. To date, two incentive groups have resulted.

HOSPITALITY CARD available May 1 for foreign visitors in U.S. brings discounts in travel outlays.


VISIT USA
HOSPITALITY CARD
1968
▶This card when validated by the U.S. immigration stamp entitles
, a resident of
, bearing passport number
issued by the Government of , to receive applicable Hospitality Discounts and courtesies for a period of up to 90 days.
Issued by the United States Travel Service of the U.S. Department of Commerce through:
Firms offering Hospitality Discounts will display this sign.
Discounts and conditions of eligibility will vary with the participating organizations and may require advance arrangements before arrival in the USA.
WELCOME TO THE USA
Admission Stamp

Ohio mobile fair exhibitors return from Tokyo with orders

Group sees prospects for more sales of State-made products; another fair, to Australia, being planned for November

Members of the recent Ohio mobile trade fair to Tokyo have returned home, to all parts of the State, with actual orders, agency agreements, and prospects for future business.

As one of the country's major exporting states, Ohio has been encouraging small- and medium-sized industries to seek sales in overseas markets. The State has offices in Brussels and Caracas.

For the mobile fair, the Ohioans used the exhibition facilities of the Tokyo Science Museum—near their headquarters, the Palace Hotel—where some 3300 business people viewed the displays.

It will be some months before the full success of the operation can be assessed, but already James A. Rhodes, Governor of Ohio, has said, "Reports that have come to me indicate a truly successful and profitable venture was held."

Organized by the Development Department of Ohio, the Ohio Chamber of Commerce, the Greater Cleveland Growth Association, and Scripps Howard Newspapers, the group sought to increase the sale of Ohio-made and Ohio-grown products; expand freight shipments through its ports of Cleveland, Toledo, and Loraine; and to better establish and develop general commercial relationships between Japan and Ohio.

The mobile fair had been set up in two South American cities during November and then moved to Tokyo for display Feb. 26-Mar. 8.

This was the second visit in less than a year to Japan by Ohio businessmen. In fact, according to Edgar J. Mack III, president of Industry Export Service, Inc., and a mission member, the success of the Ohio Trade Mission to the Far East about 11 months ago was a factor behind the Tokyo Trade Fair. Already in the planning stages is another Ohio trade fair in Australia in November.

The exhibitors represented a cross section of small- and medium-sized Ohio manufacturers and producers. Most of them were seeking to establish themselves in the market for the first time.

Goods and services on display included rubber products, hobby kits, cattle breeding, welding, paint, cooking utensils, pulleys, electrical connectors, machine tool components, port authorities, banking.

AT OHIO TRADE FAIR IN TOKYO, exhibitors explain a display to U.S. Ambassador to Japan, Alexis Johnson.

Second Pennsylvania trade mission goes soon, to Far East

Lieutenant Governor to lead group; first stop, Sydney, Apr. 28

Pennsylvania is sending another trade mission—its second—abroad this month.

Organized by the State's Department of Commerce, the group will travel to Australia, Taiwan, Japan, and Korea. Participants plan to spend Apr. 28-May 1 in Sydney; May 2-4 in Melbourne; May 5-7, Taipei; May 8-11, Osaka; May 12-14, Seoul; and May 15-18, Tokyo.

The mission, which has U.S. Department of Commerce approval, will promote the products of the firms represented, and present trade proposals.

Most of the members are manufacturers of production machinery; one is a banker, and two are with the State Department of Commerce.

Lieutenant Governor Raymond J. Broderick will lead the mission. The other participants—from Philadelphia unless otherwise stated—are: George E. Beggs, Jr., Leeds & Northrup Co.; E. W. Bowman, E. W. Bowman, Inc., Uniontown; Robert L. Bredt, Penn Piper Hanger Co.; Thomas M. Broughton, Tinius Olsen Testing Machine Co., Willow Grove; James A. Currie, Erie Foundry Co., Erie; Robert P. Feeser, International Banking Department, First Pennsylvania Banking & Trust Co.

John Frazier, Delaware River Port Authority Ben Green, Swanson-Erie Corp., Erie; Willis G. Koehler, Koehler & Sons, Hatboro; Lawrence I. Littman, Electro-Nite Co.; P. Kay Schwartz, Proctor & Schwartz, Inc.; John T. Acton, Port and International Trade Development, Pennsylvania Department of Commerce, and Edward D. Smith, the Commonwealth's Deputy Secretary of Commerce.

Frank Payne, Director of the Commonwealth's Bureau of Business Services, will represent the mission on the Pan American inaugural flight—to the South Pacific area—which arrives in Sydney Apr. 29 with 12 trade missions aboard.

Plans for the mission were discussed at Pennsylvania's second annual export seminar, held this month in Harrisburg.

Last September, Governor Raymond P. Shafer led the Keystone State's first trade mission abroad—to Europe.

'E' CEREMONIES for Needham Packing Co. were conducted by James P. Hartman (l.), Foreign Agricultural Service, who presented the flag and certificate to James Needham (r.), company president.

Sioux City meat packer honored for export success

'E' awarded to Needham Packing Co., which used advertising, trade fairs, and an active distributor to increase exports

Needham Packing Co. of Sioux City, Ia., built up an export market for its edible offal by convincing Europeans that if they bought direct from the manufacturer, rather than from a broker, they would be assured of fresh, quality products.

The company, which was founded in 1960, exports beef livers, kidneys, tongues, hearts, oxtails, tripe and lungs.

Because of its success in developing foreign markets for its specialty product, Needham Packing has been honored with a Presidential 'E' award.

The late Lloyd Needham, founder of Needham Packing, worked with the U.S. Department of Agriculture's Foreign Agricultural Service to set up meetings with foreign meat dealers. He was able to interest a Rotterdam distributor in his product and shipped a test load that created such a demand that other meat packers were persuaded to enter exporting in order to meet it.

To help expand exports, Needham executives have journeyed abroad to meet with European meat dealers, planned an extensive advertising campaign, and participated in international trade shows.

An example of the assistance offered by the company's European distributor was his arrangement of a meeting of 600 European meat dealers, where he discussed Needham products and illustrated them by means of filmstrips. He distributed samples to butcher shops and placed newspaper and magazine advertising.

As part of its overseas program, Needham uses a restored Model "T" Ford to promote its products at trade fairs around Europe. This provides instant association with an old, reliable American symbol.

Needham Packing has for years been a leading kosher slaughterhouse for the U.S. trade. In 1965 the firm began exporting kosher livers and tongues to Israel. The year 1966 saw a 600% increase in exports to Israel over the previous year. Sales were hampered in 1967, however, by the Mid East crisis.

Chamber to review U.S. trade policy

Government and business executives will address what the U.S. Chamber of Commerce terms a "national business call to action" on U.S. foreign trade policy in Minneapolis May 21.

The conference, which will be a part of the World Trade Week observance, will be co-sponsored by the Minneapolis and St. Paul Area Chambers of Commerce, the Minnesota Employers Assn. and the Minnesota World Trade Assn.

Keynoting the meeting will be Lawrence C. McQuade, Assistant Secretary of Commerce for Domestic and International Business, speaking on "The 1968 Trade Policy Crisis—and How It Got That Way." John W. Morrison, Honeywell, Inc., will be conference chairman.

The viewpoint of business will be presented by Steward S. Cort, president, Bethlehem Steel Corp.; Michel Fribourg, president and chairman of the board, Continental Grain Co.; and W. Michael Blumenthal, president, Bendix International.

Other speakers include: William M. Roth, Special Representative for Trade Negotiations, and Robert W. Galvin, chairman of Motorola, Inc.

Another program, a forum on foreign trade and the dollar, will be held in Washington April 30 as a part of the national Chamber of Commerce's 56th annual meeting. Participants are Kenneth M. Spang of the First National City Bank, New York; Eugene M. Braderman, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities; George M. Young of the European Free Trade Association, and Dr. Warren Rose of the University of Houston.

Foreign Market Service Reports cover individual commodity trade

Latest computerized listing available of 272 reports submitted by commercial officers in various countries

Foreign Market Service Reports submitted by commercial officers at U.S. Embassies and Consulates abroad are again offered in a computerized listing for service to businessmen.

The reports are catalogued by Standard Industrial Classification number, with detail at the five-digit level, and are also classified under various economic headings.

These new listings are added to those already in the Commerce Department's data bank, which eventually will include retrievable records on all foreign service reports on particular commodities from individual countries.

Firms interested in agriculture, forestry or fisheries should consult numbers beginning with digits 01-09. Mining and construction categories begin with digits 10-17. Manufacturing and manufactured products are in categories beginning with digits 19-39. Service industries are categorized by digits beginning with 40-49.

The reports should be ordered by DIB number (such as DIB 68-03-001).

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Similar computer-generated lists appeared in the Dec. 11, 1967 and Jan. 22, Feb. 19, and Mar. 18, 1968 issues.

The reports are available for $1.50 each from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

01—AGRICULTURAL PRODUCTION

01000—Agricultural Production

Denmark: Agricultural market promotion, 8pp, (DIB 68-03-057); **Denmark:** Government compensation to agriculture for devaluation losses, 1p, (DIB 68-03-136); **France:** Land use statistics for 1966, 2pp, (DIB 68-03-085).

01120—Cotton

Australia: Cotton & grain at the Ord River area, 2pp, (DIB 68-03-238); **Ivory Coast:** Cotton, 3pp, (DIB 68-03-240); **Japan:** Raw cotton import up sharply in 1967, 1p, (DIB 68-03-241); **Japanese** cotton industry concerned about U.S. dollar defense policy, 1p, (DIB 68-03-242); **Nigeria:** Agricultural situation, 2pp, (DIB 68-03-243); **Peru:** Cotton situation & outlook, 2pp, (DIB 68-03-244); **Turkey:** Cotton, 2pp, (DIB 68-03-245); **West Africa:** Cotton, 2pp, (DIB 68-03-239).

01130—Cash Grains

Costa Rica: Grain & feed 1967, 3pp, (DIB 68-03-074); **Iran:** Grains & feed, 10pp, (DIB 68-03-059); **Ireland:** Grain imports, 3pp, (DIB 68-03-063); **Jordan:** Grain & feed—semiannual, 10pp, (DIB 68-03-076); **Morocco:** Grains & feeds—current situation & outlook, 6pp, (DIB 68-03-060).

01131—Food Grains

Colombia: Grains & feeds, 14pp, (DIB 68-03-037); **Argentina:** Grains & feeds, 11pp, (DIB 68-03-036); **Argentina:** Grain & feed report, 5pp, (DIB 68-03-204); **Australia:** Grain & feeds, 1p, (DIB 68-03-042); New variety of irrigated wheat to be released soon, 1p, (DIB 68-03-041); Wheat sale to Chile, 1p, (DIB 68-03-038); Exports of wheat & flour, 3pp, (DIB 68-03-045); 1967 wheat harvest, 4pp, (DIB 68-03-044); Grain & feed report—annual, 17pp, (DIB 68-03-203).

Austria: Grains & feeds, 13pp, (DIB 68-03-202); **Brazil:** Grain & feed, 9pp, (DIB 68-03-205); **Canada:** Grain & feed report, 12pp, (DIB 68-03-207); **Chile:** Grains & feeds, 5pp, (DIB 68-03-206); **Norway:** Grains & feed—2nd qtr. 1967-68, 4pp, (DIB 68-03-034); **Denmark:** Grains & feeds—Oct.-Dec., 1967, 7pp, (DIB 68-03-208); **Ecuador:** Grain & feed, 7pp, (DIB 68-03-071); **Egypt (UAR):** Grain & feed, 6pp, (DIB 68-03-225).

El Salvador: Grain & feed, 3pp, (DIB 68-03-209); **Finland:** Shift from dairy farming continues, 1p, (DIB 68-03-104); **France:** Grains & feed—monthly statistical data, 4pp, (DIB 68-03-065); **France:** Grain & feed quarterly, 6pp, (DIB 68-03-210); **Greece:** Grain & feeds—quarterly, 17pp, (DIB 68-03-212); **India:** Grains, feeds & rice—annual, 23pp, (DIB 68-03-056); **Iran:** Meat, dairy & rice price stabilization planned, 1p, (DIB 68-03-127); **Ireland:** Grain & feed, 97pp, (DIB 68-03-213); **Italy:** Grains & feeds, spring qtr. 1968, 4pp, (DIB 68-03-214).

Japan: Soybean-feedgrains & wheat teams visits, 6pp, (DIB 68-03-077); **Japan:** Wheat, 7pp, (DIB 68-03-216); **Lebanon:** Grain & feed semiannual, 9pp, (DIB 68-03-217); **Malaysia:** Wheat consumption, 4pp, (DIB 68-03-067); **Netherlands:** Grain & feed, 14pp, (DIB 68-03-218); **Nicaragua:** Grain & feed annual, 2pp, (DIB 68-03-219); **Ghana:** Grains & feed, 4pp, (DIB 68-03-058); **Nigeria:** Grain & feed, 3pp, (DIB 68-03-220); **Pakistan:** Grain & feed quarterly, 4pp, (DIB 68-03-221); **Panama:** Grain & feed, 1967, 2pp, (DIB 68-03-075); **Peru:** Grains & feed, annual, 13pp, (DIB 68-03-062).

Philippines: Grain & feed semiannual report, 13pp, (DIB 68-03-227); **Portugal:** Grain & feed, 6pp, (DIB 68-03-222); **Republic of S. Africa:** Wheat import requirements 1967-68, 1p, (DIB 68-03-047); **Republic of S. Africa:** Grain & feed 1967-68 & prospects for 1968-69, 5pp, (DIB 68-03-072); **Switzerland:** Grain & feed, 8pp, (DIB 68-03-223); **Thailand:** Grain & feed quarterly, 25pp, (DIB 68-03-224); **Turkey:** Grain & feed, 5pp, (DIB 68-03-033); **Uruguay:** Government decree to alleviate feed, forage & food shortages, 10pp, (DIB 68-03-112); **West Germany:** Grain & feed, 9pp, (DIB 68-03-211); **Yugoslavia:** Grain & feed, 7pp, (DIB 68-03-070).

01136—Dry Beans, Dry Peas & Other Pulses

Brazil: Grain & feed, 9pp, (DIB 68-03-205); **Lebanon:** Grain & feed semiannual, 9pp, (DIB 68-03-217); **Philippines:** Grain & feed semiannual report, 13pp, (DIB 68-03-227); **Portugal:** Grain & feed, 6pp, (DIB 68-03-222).

01137—Field Crop Seeds & Field Seeds

Argentina: Grains & feeds, 11pp, (DIB 68-03-036); **Argentina:** Grain & feed report, 5pp, (DIB 68-03-204); **Australia:** Increasing interest in sorghum production, 2pp, (DIB 68-03-040); Twelve thousand new acres of sorghum planted, 2pp, (DIB 68-03-039); Graziers want wheat as cattle feed, 1p, (DIB 68-03-043); Cotton & grain at the Ord River area, 2pp, (DIB 68-03-238).

Austria: Grains & feeds, 13 pp, (DIB 68-03-202); **Canada:** Seeds trade mission to Latin America, 1p, (DIB 68-03-064); **Canada:** Grain & feed report, 12pp, (DIB 68-03-207); **Norway:** Grains & feed—2nd qtr. 1967-68, 4pp, (DIB 68-03-034); **Denmark:** Feedgrains import embargo, 1p, (DIB 68-03-061); **Denmark:** Grains & feeds, Oct.-Dec., 1967, 7pp, (DIB 68-03-208); **Ecuador:** Grain & feed, 7pp, (DIB 68-03-071); **Egypt (UAR):** Grain & feed, 6pp, (DIB 68-03-225); **El Salvador:** Grain & feed, 3pp, (DIB (68-03-209).

France: Grains & feed—monthly statistical data, 4pp, (DIB 68-03-065); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **France:** Grain & feed quarterly, 6pp, (DIB 68-03-210); **Greece:** Grain & feeds—quarterly, 17pp, (DIB 68-03-212); **Ireland:** Wheat—import tender (feed)—customs duty (milling), 2pp, (DIB 68-03-111); **Ireland:** Grain & feed, 97pp, (DIB 68-03-213); **Italy:** Grains & feeds, spring quarterly 1968, 4pp, (DIB 68-03-214); **Japan:** Feed grains quarterly report, 6pp, (DIB 68-03-215).

Lebanon: Grain & feed semiannual, 9pp, (DIB 68-03-217); **Netherlands:** Grain & feed, 14pp, (DIB 68-03-218); **Nicaragua:** Grain & feed annual, 2pp, (DIB 68-03-219); **Ghana:** Grains & feed, 4pp, (DIB 68-03-058); **Nigeria:** Grain & feed, 3pp, (DIB 68-03-220); **Pakistan:** Grain & feed quarterly, 4pp, (DIB 68-03-221); **Panama:** Grain & feed 1967, 2pp, (DIB 68-03-075); **Peru:** Grains & feed—annual, 13pp, (DIB 68-03-062); **Philippines:** Grain & feed semiannual report, 13pp, (DIB 68-03-227); **Portugal:** Grain & feed, 6pp, (DIB 68-03-222); **Rhodesia:** World feed grain prospects, 2pp, (DIB 68-03-091); **Republic of S. Africa:** Grain & feed 1967-

68 & prospects for 1968-69, 5pp, (DIB 68-03-072).

Spain: Grains & feeds, 2pp, (DIB 68-03-035); **Spain:** Corn & grain sorghum four-year production expansion program, 1p, (DIB 68-03-066); **Switzerland:** Grain & feed, 8pp, (DIB 68-03-223); **Thailand:** Grain & feed quarterly, 25pp, (DIB 68-03-224); **Turkey:** Grain & feed, 5pp, (DIB 68-03-033); **United Kingdom:** Autumn wheat sowings up 25%, 3pp, (DIB 68-03-069); **Uruguay:** Government decree to alleviate feed, forage & food shortages, 10pp, (DIB 68-03-112); **West Germany:** Grain & feed, 9pp, (DIB 68-03-211); **Yugoslavia:** Grain & feed, 7pp, (DIB 68-03-070).

01140—Tobacco

Australia: Tobacco stabilization scheme extended for further five-year period, 1pp, (DIB 68-03-150); **Australia:** Two tobacco crops a year requested by farmers, 1p, (DIB 68-03-160); **Dominican Republic:** Tobacco crop 1968, 5pp, (DIB 68-03-156); **Ivory Coast:** Tobacco, 2pp, (DIB 68-03-158); **Rhodesia:** 1968 tobacco sales season—new bill will guard industry—British scraping barrel for Rhodesian leaf, 5pp, (DIB 68-03-151); **Thailand:** Tobacco exports growing, 2pp, (DIB 68-03-155); **Turkey:** Tobacco, 5pp, (DIB 68-03-154); **Zambia:** Tobacco pilot plan to boost oriental crop, 1p, (DIB 68-03-152).

01192—Fiber Crops Other Than Cotton

Mozambique: Fibers annual, 4pp, (DIB 68-03-258); **Brazil:** Fibers (hard) sisal, 8pp, (DIB 68-03-252); **El Salvador:** Fibers, 4pp, (DIB 68-03-253); **Guatemala:** Fibers annual, 10pp, (DIB 68-03-254); **Kenya/Uganda:** Fibers (sisal), 3pp, (DIB 68-03-255); **Liberia:** Fibers, 2pp, (DIB 68-03-256); **Sierra Leone:** Fibers, 3pp, (DIB 68-03-261); **Mexico:** Annual fibers report, 4pp, (DIB 68-03-257); **Philippines:** Annual hard fibers report, 12pp, (DIB 68-03-260); **Thailand:** Kenaf (jute) report of Conference on Standard & Grading, 2pp, (DIB 68-03-262).

01193—Sugar Crops

Australia: Sugar—role of government in sugar industry, 4pp, (DIB 68-03-148); **Denmark:** Sugar supplies 1967-68, 1p, (DIB 68-03-149).

01195—Oil Bearing Crops

Japan: Soybean-feedgrains & wheat teams visits, 6pp, (DIB 68-03-077).

01199—Miscellaneous Field Crops

Colombia: Grains & feeds, 14pp, (DIB 68-03-037); **Argentina:** Grains & feeds, 11pp, (DIB 68-03-036); **Australia:** Increasing interest in sorghum production, 2pp, (DIB 68-03-040); **Canada:** Seeds trade mission to Latin America, 1p, (DIB 68-03-064); **Ecuador:** Grain & feed, 7pp, (DIB 68-03-071); **France:** Grains & feed—monthly statistical data, 4pp, (DIB 68-03-065); **Jordan:** Grain & feed—semiannual, 10pp, (DIB 68-03-076); **Panama:** Grain & feed 1967, 2pp, (DIB 68-03-075); **Republic of S. Africa:** Grain & feed 1967-68 & prospects for 1968-69, 5pp, (DIB 68-03-072); **Spain:** Corn & grain sorghum four-year production expansion program, 1p, (DIB 68-03-066); **Yugoslavia:** Grain & feed, 7pp, (DIB 68-03-070).

01200—Fruits, Tree Nuts & Vegetables

Republic of S. Africa: Canned fruit & canned vegetables, 6pp, (DIB 68-03-233).

01221—Deciduous Fruits

Australia: World's fastest ships to haul Australian apples & pears, 2pp, (DIB 68-03-031); **Denmark:** Apples & pears, 3pp, (DIB 68-03-228); **France:** Prunes, 4pp, (DIB 68-03-229); **Norway:** Apples, pears, plums and cherries, 2pp, (DIB 68-03-232); **Norway:** Deciduous fruit 1967, 2pp, (DIB 68-03-105); **Republic of S. Africa:** Canned fruit & canned vegetables, 6pp, (DIB 68-03-233); **Turkey:** Raisins & dried figs, 2pp, (DIB 68-03-234); **United Kingdom:** Financial Times reports on apples & grapes, 4pp, (DIB 68-03-237); **Venezuela:** Apples, pears, grapes, plums, strawberries, 2pp, (DIB 68-03-235); **Yugoslavia:** Prunes, 5pp, (DIB 68-03-236).

01222—Tropical Fruit Except Citrus

Republic of S. Africa: Canned fruit & canned vegetables, 6pp, (DIB 68-03-233); **Turkey:** Raisins & dried figs, 2pp, (DIB 68-03-234).

01223—Berries

Venezuela: Apples, pears, grapes, plums, strawberries, 2pp, (DIB 68-03-235).

01224—Citrus Fruits

Chile: Food import quotas for Northern Free Food Zone, 1p, (DIB 68-03-090); **Israel:** Citrus subsidy for 1967-68 announced, 1p, (DIB 68-03-230); **Morocco:** Citrus fruit, 1p, (DIB 68-03-231).

01225—Coffee & Cocoa, Other Miscellaneous Fruit

Brazil: Cocoa, 11pp, (DIB 68-03-078); **Ghana:** Coffee, 10pp, (DIB 68-03-130); **Kenya:** Hail suppression project in Kericho, 4pp, (DIB 68-03-020); **Peru:** Exoneration of export duties on coffee, 2pp, (DIB 68-03-089).

01226—Tree Nuts (Edible)

Brazil: Brazil nuts, 4pp, (DIB 68-03-140); **France:** Walnuts—semiannual, 5pp, (DIB 68-03-141); **India:** Cashew nuts, 11pp, (DIB 68-03-142); **Iran:** Almonds, 7pp, (DIB 68-03-143); **Italy:** Almonds & walnuts—winter 1967-68, 9pp, (DIB 68-03-144); **Morocco:** Almonds—production & trade, 2pp, (DIB 68-03-146); **Mozambique:** Cashew nuts—annual, 6pp, (DIB 68-03-145); **United Kingdom:** Processed fruits—market prices, 13pp, (DIB 68-03-055).

01231—Bulb, Root & Tuber Vegetables Except Potatoes

Ireland: Onion imports permitted, 1p, (DIB 68-03-147).

01300—Livestock

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Argentina:** Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Belgium-Luxembourg:** Livestock numbers, 2pp, (DIB 68-03-189); **Brazil:** Cattle raising shifts from industrial states, 5pp, (DIB 68-03-190); **Brazil:** Annual livestock & meat report, 13pp, (DIB 68-03-192); **Brazil:** Import regulations, 8pp, (DIB 68-03-191); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177).

Denmark: Proposal for new producer organization for cattle & meat, 2pp, (DIB 68-03-179); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Denmark:** Agreement concerning pork deliveries to canning factories & granting quantitative rebates, 8pp, (DIB 68-03-178); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Greece:** Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Israel:** Livestock report, 15pp, (DIB 68-03-195); **Italy:** Livestock & meat, annual 1967, 13pp, (DIB 68-03-196); **Japan:** Annual livestock report, 19pp, (DIB 68-03-094); **Japan:** Government tightens control on beef imports, 2pp, (DIB 68-03-197); **Malawi:** Livestock—slaughter cattle marketing, 2pp, (DIB 68-03-198);

Mexico: Livestock and meat—annual report, 4pp, (DIB 68-03-199); **Morocco:** Livestock—further information on livestock importation, 3pp, (DIB 68-03-200); **Netherlands:** Livestock in calendar year 1967, 36pp, (DIB 68-03-201); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Rhodesia:** Livestock & agriculture situation, 4pp, (DIB 68-03-226); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168).

Spain: Livestock annual, 20pp, (DIB 68-03-167); **Spain:** Regulations covering importation of feeder cattle, 2pp, (DIB 68-03-166); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **Turkey:** Livestock annual, 16pp, (DIB 68-03-165); **United Kingdom:** Livestock & meat annual, 21pp, (DIB 68-03-163); **Uruguay:** Livestock annual, 10pp, (DIB 68-03-162); **Yugoslavia:** Livestock annual, 28pp, (DIB 68-03-161).

01320—Dairies

Finland: Shift from dairy farming continues, 1p, (DIB 68-03-104); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Iran:** Meat, dairy & rice price stabilization planned, 1p, (DIB 68-03-127).

01340—Poultry, Except Broiler Chickens

Brazilian import regulations, 8pp, (DIB 68-03-191).

01350—Beef Cattle

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Argentina:** Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Graziers want wheat as cattle feed, 1p, (DIB 68-03-043); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Belgium-Luxembourg:** Livestock numbers, 2pp, (DIB 68-03-189); **Brazil:** Annual livestock & meat report, 13pp, (DIB 68-03-190); **Brazil:** Cattle raising shifts from industrial states, 5pp, (DIB 68-03-190); **Canada:** Annual livestock

report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Proposal for new producer organization for cattle & meat, 2pp, (DIB 68-03-179); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185).

Greece: Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp. (DIB 68-03-188); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Iran:** Meat, dairy & rice price stabilization planned, 1p, (DIB 68-03-127); **Israel:** Livestock report, 15 pp, (DIB 68-03-195); **Italy:** Livestock & meat, annual 1967, 13pp, (DIB 68-03-196); **Japan:** Government tightens control on beef imports, 2pp, (DIB 68-03-197); **Mexico:** Livestock & meat—annual report, 4pp, (DIB 68-03-199); **Morocco:** Further information on livestock importation, 3pp, (DIB 68-03-200); **Netherlands:** Livestock in calendar year 1967, 36pp, (DIB 68-03-201); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172).

Peru: Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Rhodesia:** Livestock & agriculture situation, 4pp, (DIB 68-03-226); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Spain:** Regulations covering importation of feeder cattle, 2pp, (DIB 68-03-166); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **Turkey:** Livestock annual, 16pp, (DIB 68-03-164); **United Kingdom:** Livestock & meat annual, 21pp, (DIB 68-03-163); **Uruguay:** Livestock annual, 10pp, (DIB 68-03-162); **Yugoslavia:** Livestock annual, 28pp, (DIB 68-03-161).

01360—Hogs

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Argentina:** Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Brazil:** Annual livestock & meat report, 13pp, (DIB 68-03-192); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Agreement concerning pork deliveries to canning factories & granting quantitative rebates, 8pp, (DIB 68-03-178); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Finland:** Shift from dairy farming continues, 1p, (DIB 68-03-104); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Greece:** Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **Israel:** Livestock report, 15pp, (DIB 68-03-195).

Italy: Livestock & meat, annual 1967, 13pp, (DIB 68-03-196); **Netherlands:** Livestock in calendar year 1967, 36pp, (DIB 68-03-201); **Netherlands:** Changes in import levies on imports from non-EEC countries of live hogs, pork, & edible offals of hogs, 8pp, (DIB 68-03-184); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **United Kingdom:** Livestock & meat annual, 21pp, (DIB 68-03-163); **Uruguay:** Livestock annual, 10pp, (DIB 68-03-162); **Yugoslavia:** Livestock annual, 28pp, (DIB 68-03-161).

01390—Livestock Not Elsewhere Classified

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Israel:** Livestock report, 15pp, (DIB 68-03-195).

01391—Sheep & Lambs

Argentina: Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Brazilian** import regulations, 8pp, (DIB 68-03-191); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Greece:** Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Italy:** Livestock & meat, annual 1967, 13pp, (DIB 68-03-196); **Mexico:** Livestock and meat—annual report, 4pp, (DIB 68-03-199).

Netherlands: Livestock in calendar year 1967, 36pp, (DIB 68-03-201); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **Turkey:** Livestock annual, 16pp, (DIB 68-03-164); **United Kingdom:** Livestock & meat annual, 21pp, (DIB 68-03-163); **Uruguay:** Livestock annual, 10pp, (DIB 68-03-162); **Yugoslavia:** Livestock annual, 28pp, (DIB 68-03-161).

01397—Wool & Mohair Production

Argentina: Quarterly wool report, 6pp, (DIB 68-03-246); **Australia:** Wool income down $70 million in first seven months of 1967-68, 1p, (DIB 68-03-247); **Australia:** Wool situation—quarterly report, 11pp, (DIB 68-03-248); **New Zealand:** Wool report, 2pp, (DIB 68-03-249); **Republic of S. Africa:** Wool & mohair 1966-67 & 1967-68, 7pp, (DIB 68-03-250); **Uruguay:** Triannual wool report, 3pp, (DIB 68-03-251).

01920—Horticultural Specialties

Netherlands: Fruit & vegetable glasshouse production, 2pp, (DIB 68-03-128).

08—FORESTRY

08110—Timber Tracts

Australia: Lumber & processed wood, 2pp, (DIB 68-03-269).

08420—Gathering of Gums (Except Pine Gum) & Barks

Malaysia: Cabinet ministers speak on rubber market, 4pp, (DIB 68-03-016).

08510—Forestry Services

Australia: Lumber & processed wood, 2pp, (DIB 68-03-269).

08610—Gathering of Forest Products, Not Elsewhere Classified

Australia: Attempts to establish a tea industry, 2pp, (DIB 68-03-138); **Indian** tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Malaysia:** Cabinet ministers speak on rubber market, 4pp, (DIB 68-03-016).

09—FISHERIES

09100—Fisheries, Except Fish Hatcheries, Farms & Preserves

Denmark: Fisheries—recent developments, 5pp, (DIB 68-03-110).

10—METAL MINING

10000—Metal Mining

Ethiopia: Mining & petroleum laws, 8pp, (DIB-68-03-106).

10110—Iron Ores

Korea: Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125); **Liberia:** Iron ore report, 1967, 4pp, (DIB 68-03-122); **Portugal:** Developments at Moncorvo iron deposits, 5pp, (DIB 68-03-120); **Swedish** iron ore production & foreign trade 1967, 3pp, (DIB 68-03-118); **Thailand:** Mining developments, 4pp, (DIB 68-03-117).

10210—Copper Ores

Peru: Mineral production second semester 1967, 1p, (DIB 68-03-025); **Thailand:** Mining developments, 4pp, (DIB 68-03-117).

10310—Lead & Zinc Ores

Korea: Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125); **Peru:** Mineral production second semester 1967, 1p, (DIB 68-03-025); **Thailand:** Mining developments, 4pp, (DIB 68-03-117).

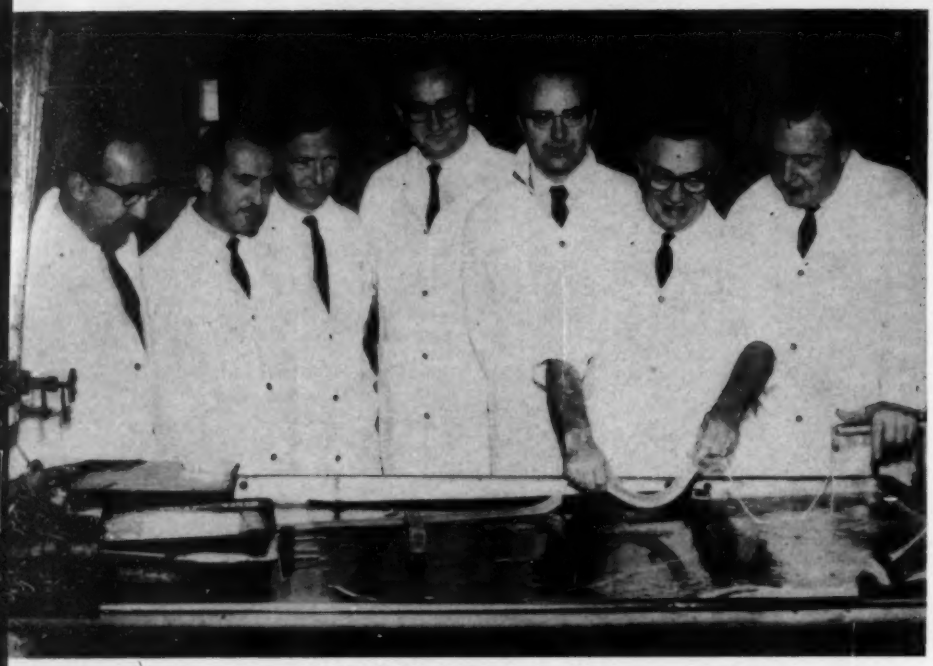
10420, 10430—Lode Gold, Placer Gold

Republic of S. Africa: Mining—Kloof gold mine opened, 1p, (DIB 68-03-116).

10440—Silver Ores

Korea: Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125).

10510—Bauxite & Other Aluminum Ores



EXECUTIVES ATTENDING WORLDWIDE SEMINAR at Oppenheimer Casing Co., Chicago, watch a test on sheep casing. From left to right are: W. D. Berger, pres.; Eric Rogers, managing dir., Australia; John Owen, managing dir., New Zealand; Stanley Rakietin, vice pres.; P. Howard Baker, managing dir., U.S.; R. M. Levaco, vice pres.; and James M. Allman, vice pres. Speakers discussed communications, improved factory techniques, foreign exchange, and the President's balance-of-payments program.

Surinam: Bauxite, alumina & aluminum exports—2nd half 1967—totals for 1967, 3pp, (DIB 68-03-123).

10600—Ferroalloy Ores, Except Vanadium

Korea: Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125).

10620—Manganese Ores

Thailand: Mining developments, 4pp, (DIB 68-03-117).

10690—Ferroalloy Ores, Except Vanadium, Not Elsewhere Classified

New Caledonia: Exports & imports 1967 by commodity groups—U.S. share of market, 2pp, (DIB 68-03-115).

10940—Uranium, Vanadium Ores

Republic of S. Africa: Uranium—Nuclear Fuels Corp. of S. Africa (Pty.) Ltd. formed to process and market uranium, 1p, (DIB 68-03-095); **West Germany:** Second German uranium company established at Bentheim-Hanover, 1p, (DIB 68-03-124).

10990—Metallic Minerals (Ores), Not Elsewhere Classified

Thailand: Mining developments, 4pp, (DIB 68-03-117).

11—ANTHRACITE MINING

11100—Anthracite Mining

French imports of coal, 1p, (DIB 68-03-099); **Korea:** Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125); **Taiwan:** Coal & coke production—July-Dec. 1967, 2pp, (DIB 68-03-084); **West Germany:** Coal & coke-production by type, also labor force & absenteeism statistics, 3pp, (DIB 68-03-083).

12—BITUMINOUS COAL & LIGNITE MINING

12100—Bituminous Coal & Lignite Mining

French imports of coal, 1p, (DIB 68-03-099); **Taiwan:** Coal & coke production—July-Dec. 1967, 2pp, (DIB 68-03-084); **West Germany:** Coal & coke—production by type, also labor force & absenteeism statistics, 3pp, (DIB 68-03-083).

12120—Lignite

Thailand: Mining developments, 4pp, (DIB 68-03-117).

13—CRUDE PETROLEUM & NATURAL GAS

13100—Crude Petroleum & Natural Gas

Finland: Administration of continental shelves, 7pp, (DIB 68-03-017); **Austria:** Petroleum—refinery crude rums—4th qtr. 1967, 1p, (DIB 68-03-107); **Belgium-Luxembourg:** Port of Ghent, 3pp, (DIB 68-03-133); **Canada:** New sulfur plant at Crossfield, Alberta, 1p, (DIB 68-03-181); **Ethiopia:** Mining & petroleum laws, 8pp, (DIB 68-03-106); **Spain & Canary Is.:** Petroleum, amount of crude oil processed—production by type, 3pp, (DIB 68-03-103).

14—MINING & QUARRYING OF NONMETALLIC MINERALS EXCEPT FUELS

14000—Mining & Quarrying of Nonmetallic Minerals Except Fuels

Ethiopia: Mining & petroleum laws, 8pp, (DIB 68-03-106); **Finland:** Administration of continental shelves, 7pp, (DIB 68-03-017); **Korea:** Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125).

14740—Potash, Soda & Borate Minerals

Peru: Mineral production second semester 1967, 1p, (DIB 68-03-025).

14750—Phosphate Rock

Senegal: Exports of phosphate rock in 1967, 3pp, (DIB 68-03-121).

14770—Sulfur

Canada: New sulfur plant at Crossfield, Alberta, 1p, (DIB 68-03-181).

14790—Chemical & Fertilizer Mineral Mining, Not Elsewhere Classified

Swedish iron ore production & foreign trade 1967, 3pp, (DIB 68-03-118).

14970—Natural Abrasives, Except Sand

Lesotho diamond exports for 1967, 1p, (DIB 68-03-024).

14990—Miscellaneous Nonmetallic Minerals, Not Elsewhere Classified

Portugal: Developments at Moncorvo iron deposits, 5pp, (DIB 68-03-120).

15—BUILDING CONSTRUCTION—GENERAL CONTRACTORS

15110—General Building Contractors

Austria: Export—Hospital projects, Vienna, 1p, (DIB 68-03-101); **Japan:** Log issue—statement by Alaska Governor, 8pp, (DIB 68-03-270).

16—CONSTRUCTION OTHER THAN BUILDING—GENERAL CONTRACTORS

16110—Highway & Street Construction Except Elevated Highways

Denmark: Proposed new airport to be discussed at Nordic Council, 2pp, (DIB 68-03-100); **Spain:** Recent airport developments, 5pp, (DIB 68-03-053); **Spanish Africa:** Autopista (Barcelona-Tarragona) construction schedule, 1p, (DIB 68-03-082).

16210—Heavy Construction Except Highway & Street

Australia: Four new dams authorized in New South Wales, 1p, (DIB 68-03-028); **Australia:** Increasing interest in sorghum production, 2pp, (DIB 68-03-040); **Belgium-Luxembourg:** Port of Ghent, 3pp, (DIB 68-03-133); **Denmark:** Proposed new airport to be discussed at Nordic Council, 2pp, (DIB 68-03-100); **Spain:** Bolarque-Alarcon irrigation project, 2pp, (DIB 68-03-019); **West Germany:** Container traffic developments in Bremen & Bremerhaven ports; 12pp, (DIB 68-03-098).

19—ORDNANCE & ACCESSORIES

19410—Sighting & Fire Control Equipment

United Kingdom: Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

20—FOOD & KINDRED PRODUCTS

20100—Meat Products

Denmark: Agricultural market promotion, 8pp, (DIB 68-03-057); **Italy:** New regulation for selling deep frozen foods to the public, 3pp, (DIB 68-03-088).

20110—Meat Packing Plants

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Argentina:** Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Danish-British** bacon quota agreement, 1p, (DIB 68-03-086); **Denmark:** Proposal for new producer organization for cattle & meat, 2pp, (DIB 68-03-179); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Denmark:** Agreement concerning pork deliveries to canning factories & granting quantitative rebates, 8pp, (DIB 68-03-178); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Greece:** Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **Iran:** Livestock, 19pp, (DIB 68-03-194).

Japan: Annual livestock report, 19pp, (DIB 68-03-094); **Japan:** Frozen food industry expanding, 2pp, (DIB 68-03-087); **Netherlands:** Changes in import levies on imports from non-EEC countries of live hogs, pork, & edible offals of hogs, 8pp, (DIB 68-03-184); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru,** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **Turkey:** Livestock annual, 16pp, (DIB 68-03-164); **United Kingdom:** Livestock & meat annual, 21pp, (DIB 68-03-163); **Yugoslavia:** Livestock annual, 28pp, (DIB 68-03-161).

20119—Hides, Skins, & Pelts

Argentina: Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Japan:** Annual livestock report, 19pp, (DIB 68-03-094); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, DIB 68-03-169); **Turkey:** Livestock annual, 16pp, (DIB 68-03-164).

20130—Sausage & Other Prepared Meat Products

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Argentina:** Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Livestock annual, 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Danish-British** bacon quota agreement, 1p, (DIB 68-03-086); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Denmark:** Agreement concerning pork deliveries to canning factories & granting quantitative rebates, 8pp, (DIB 68-03-178).

France: Livestock & meat annual, 15pp, (DIB 68-03-185); **Greece:** Livestock annual, 14pp, (DIB 68-03-186); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Netherlands:** Changes in import levies on imports from non-EEC countries of live hogs, pork, & edible offals of hogs, 8pp, (DIB 68-03-184); **New Zealand:** Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171)

Philippines: Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 69-03-169); **Republic of South Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165).

20150—Poultry & Small Game Dressing & Packing, Wholesale

Chile: Food import quotas for Northern Free Food Zone, 1p, (DIB 68-03-090).

20200—Dairy Products

Denmark: Agricultural market promotion, 8pp, (DIB 68-03-057).

20230—Condensed & Evaporated Milk

Chile: Food import quotas for Northern Free Food Zone, 1p, (DIB 68-03-090).

20330—Canned Fruits, Vegetables, Preserves, Jams & Jellies

United Kingdom: Processed Fruits—market prices, 13pp, (DIB 68-03-055).

20340—Dried & Dehydrated Fruits & Vegetables

Italy: New regulation for selling deep frozen foods to the public, 3pp, (DIB 68-03-088); **United Kingdom:** Processed fruits—market prices, 13pp, (DIB 68-03-055).

20360—Fresh or Frozen Packaged Fish

Italy: New regulation for selling deep frozen foods to the public, 3pp, (DIB 68-03-088); **Japan:** Frozen food industry expanding, 2pp, (DIB 68-03-087).

20370—Frozen Fruits, Fruit Juices, Vegetables & Specialties

Italy: New regulation for selling deep frozen foods to the public, 3pp, (DIB 68-03-088); **Japan:** Frozen food industry expanding, 2pp, (DIB 68-03-087); **United Kingdom:** Processed fruits—market prices, 13pp, (DIB 68-03-055).

20400—Grain Mill Products

Ecuador: Grain & feed, 7pp, (DIB 68-03-071); **France:** Grains & feed—monthly statistical data, 4pp, (DIB 68-03-065); **Japan:** Soybean-feedgrains & wheat teams visits, 6pp, (DIB 68-03-077); **Jordan:** Grain & feed—semiannual, 10pp, (DIB 68-03-076).

20410—Flour & Other Grain Mill Products

Australia: 1967 wheat harvest, 4pp, (DIB 68-03-044); **Australia:** Exports of wheat & flour, 3pp, (DIB 68-03-045); **Australia:** Grain & feed report—annual, 17pp, (DIB 68-03-203); **Chile:** Food imports quotas for Northern Free Food Zone, 1p, (DIB 68-03-090); EEC grain export & import certificates, 2pp, (DIB 68-03-046); **Greece:** Government increases price of bread, 1p, (DIB 68-03-139); **Ireland:** Grain imports, 3pp, (DIB 68-03-063); **Malaysia:** Wheat consumption, 4pp, (DIB 68-03-067); **Nigeria:** Grains & feed, 4pp, (DIB 68-03-058); **Panama:** Grain & feed 1967, 2pp, (DIB 68-03-075); **Peru:** Grains & feed—annual, 13pp, (DIB 68-03-062); **Philippines:** Grain & feed semi-annual report, 13pp, (DIB 68-03-227); **Spain:** Grains & feeds, 2pp, (DIB 68-03-035); **United Kingdom:** Bread prices rise due to devaluation, 1p, (DIB 68-03-068).

20420—Prepared Feeds For Animals & Fowls

Colombia: Grains & feeds, 14pp, (DIB 68-03-037); **Peru:** Grains & feed—annual, 13pp, (DIB 68-03-062).

20430—Cereal Preparations

EEC grain export & import certificates, 2pp, (DIB 68-03-046).

20450—Blended & Prepared Flour

Uruguay: Government decree to alleviate feed—forage & food shortages, 10pp, (DIB 68-03-112).

20460—Wet Corn Milling

Ireland: Grain imports, 3pp, (DIB 68-03-063); **Japan:** Corn starch production increasing, 2pp, (DIB 68-03-073).

20500—Bakery Products

Malaysia: Wheat consumption, 4pp, (DIB 68-03-067).

20510—Bread & Other Bakery Products Except Cookies & Crackers

Greece: Government increases price of bread, 1p, (DIB 68-03-139); **Peru:** Grains & feed—annual, 13pp, (DIB 68-03-062); **United Kingdom:** Bread prices rise due to devaluation, 1p, (DIB 68-03-068); **Uruguay:** Government decree to alleviate feed—forage & food shortages, 10pp, (DIB 68-03-112).

20600—Sugar

Australia: Role of government in sugar industry, 4pp, (DIB 68-03-148); **Denmark:** sugar supplies 1967-68, 1p, (DIB 68-03-149); **French West Indies:** New bulk sugar & molasses loading facilities at Marie-Galante, 1p, (DIB 68-03-032).

20700—Confectionery & Related Products

Brazil: Confectionery industry, 15pp, (DIB 68-03-272).

20716—Salted Nuts & Other Confectionery Type Products

Brazil: Brazil nuts, 4pp, (DIB 68-03-140).

20830—Malt

Colombia: Grains & feeds, 14pp, (DIB 68-03-037).

20930—Vegetable Oil Mills Except Corn, Cottonseed & Soybean

India: Cashew nuts, 11pp, (DIB 68-03-142).

20940—Animal & Marine Fats & Oils

Ecuador: Livestock annual, 12pp, (DIB 68-03-182); **Australia:** Livestock annual 33pp, (DIB 68-03-174); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Iran:** Livestock, 19pp, (DIB 68-03-194); **Japan:** Annual livestock report, 19pp, (DIB 68-03-094).

New Zealand: Livestock & meat, 11pp, (DIB 68-03-173); **Nigeria:** Livestock, 17pp, (DIB 68-03-172); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Philippines:** Livestock & meat annual, 26pp, (DIB 68-03-170); **Portugal:** Livestock annual, 14pp, (DIB 68-03-169); **Republic of S. Africa:** Livestock & meat annual, 9pp, (DIB 68-03-168); **Spain:** Livestock annual, 20pp, (DIB 68-03-167); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165).

20950—Roasted Coffee

Ghana: Coffee, 10pp, (DIB 68-03-130); **Japan:** Frozen food industry expanding, 2pp, (DIB 68-03-087).

20960—Shortening, Margarine & Other Edible Fats & Oils, Not Elsewhere Classified

India: Cashew nuts, 11pp, (DIB 68-03-142).

20980—Macaroni, Spaghetti, Vermicelli & Noodles

Malaysia: Wheat consumption, 4pp, (DIB 68-03-067).

20990—Food Preparations, Not Elsewhere Classified

Australia: Attempts to establish a tea industry, 2pp, (DIB 68-03-138); **India:** Tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Japan:** Corn starch production increasing, 2pp, (DIB 68-03-073).

21—TOBACCO MANUFACTURES

21000—Tobacco Manufactures

United Kingdom: Price rise expected for cigarettes in U.K. as manufacturers prepare for possible increase in duties, 2pp, (DIB 68-03-153).

21110—Cigarettes

Finland: Sales of cigarettes 1967, 1pp, (DIB 68-03-159); **Ivory Coast:** Tobacco, 2pp, (DIB 68-03-158); **Japan:** New Wakaba cigarette to be sold, 2pp, (DIB 68-03-157).

21410—Tobacco Stemming & Redrying

Rhodesia: 1968 tobacco sales season—new bill will guard industry—British scraping barrel for Rhodesian leaf, 5pp, (DIB 68-03-151); **Thailand:** Tobacco exports growing, 2pp, (DIB 68-03-155); **Turkey:** Tobacco, 5pp, (DIB 68-03-154).

22—TEXTILE MILL PRODUCTS

22000—Textile Mill Products

Ivory Coast: Cotton, 3pp, (DIB 68-03-240).

22110—Broad Woven Fabric Mills, Cotton

Pakistan's cotton textile quota in U.K., 3pp, (DIB 68-03-023). **Spain:** Cotton textile industry prescribes remedies for its ills, 3pp, (DIB 68-03-021).

22210—Broad Woven Fabric Mills, Man-Made Fiber & Silk

Spain: Spanish silk industry's National Economic Board proposes measures to ease effects of declining market, 2pp, (DIB 68-03-109).

22410—Narrow Fabrics & Other Smallwares Mills

Pakistan's cotton textile quota in U.K., 3pp, (DIB 68-03-023); **Spain:** Spanish silk industry's National Economic Board proposes measures to ease effects of declining market, 2pp, (DIB 68-03-109).

22610—Finishers of Broad Woven Fabrics of Cotton

Pakistan's cotton textile quota in U.K., 3pp, (DIB 68-03-023).

22620—Finishers, Broadwoven Man-Made Fibers & Silk

Spain: Spanish silk industry's National Economic Board proposes measures to ease effects of declining market, 2pp, (DIB 68-03-109).

22800—Yarn & Thread Mills

Pakistan's cotton textile quota in U.K., 3pp, (DIB 68-03-023).

22810, 22820—Yarn Spinning Mills, Except Wool, Yarn Throwing, Twisting & Winding Mills, Except Wool

Spain: Spanish silk industry's National Economic Board proposes measures to ease effects of declining market, 2pp, (DIB 68-03-109).

22950—Coated Fabric, Not Rubberized

Japan: New leather developed by Fuji group, 2pp, (DIB 68-03-079).

23—APPAREL & RELATED PRODUCTS

23000—Apparel & Related Products

Switzerland: Swiss textile mills receive wide coverage in textile journal, 2pp, (DIB 68-03-134).

24—LUMBER & WOOD PRODUCTS

24210—Sawmills & Planing Mills

Japan: Log issue—statement by Alaska governor, 8pp, (DIB 68-03-270).

24260—Hardwood Dimension & Flooring

Australia: Lumber & processed wood, 2pp, (DIB 68-03-269).

25—FURNITURE & FIXTURES

25310—Public Building Furniture

United Kingdom: Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

26—PAPER & ALLIED PRODUCTS

26210—Paper Mills, Except Building

Australia: Lumber & processed wood, 2pp, (DIB 68-03-269); **Rhodesia:** Kraft paper imports cut, other industrial developments, 2pp, (DIB 68-03-259).

28—CHEMICALS & ALLIED PRODUCTS

28100—Industrial Inorganic & Organic Chemicals

Sweden: Participation in CERN three hundred GEV accelerator project, 1p, (DIB 68-03-080).

28130—Industrial Gases

Rhodesia: Kraft paper imports cut, other industrial developments, 2pp, (DIB 68-03-259).

28190—Industrial Inorganic Chemicals, Not Elsewhere Classified

Israel: Dead Sea Works Ltd., 3pp, (DIB 68-03-022); **Rhodesia:** Kraft paper imports cut, other industrial developments, 2pp, (DIB 68-03-259); **Senegal's** exports of phosphate rock in 1967, 3pp, (DIB 68-03-121); **Surinam's** bauxite, alumina & aluminum exports—2nd half 1967—totals for 1967, 3pp, (DIB 68-03-123).

28710—Fertilizers

Australia: Results of nitrogen fertilizers for tests, Western Australia, 2pp, (DIB 68-03-030); **Venezuela:** Agriculural situation, 8pp, (DIB 68-03-271).

28790—Agricultural Pesticides & Other Agricultural Chemicals, Not Elsewhere Classified

Italian regulation on restrictive use of certain chlorinated cyclodiene pesticides, 4pp, (DIB 68-03-029).

28990—Chemicals & Chemical Preparation, Not Elsewhere Classified

United Kingdom: Processed fruits—market prices, 13pp, (DIB 68-03-055).

29—PETROLEUM REFINING & RELATED INDUSTRIES

29110—Petroleum Refining

Canada: New sulfur plant at Crossfield, Alberta, 1p, (DIB 68-03-181); **Spain & Canary Is.:** Petroleum, amount of crude oil processed—production by type, 3pp, (DIB 68-03-103).

31—LEATHER & LEATHER PRODUCTS

31000—Leather & Leather Products

Japan: Leather industry & outlook, 10pp, (DIB 68-03-129).

32—STONE, CLAY, GLASS & CONCRETE PRODUCTS

32310—Products of Purchased Glass

Italy: Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026).

32950—Minerals & Earths, Ground or Otherwise Treated

Korea: Mineral exports were $37 million in 1967, 2pp, (DIB 68-03-125).

33—PRIMARY METAL INDUSTRIES

33100—Blast Furnaces, Steel Works, Rolling & Finishing Mills

Italy: Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026).

33120—Blast Furnaces, Steel Works, Rolling Mills

Liberia: Iron ore report Jan. 1-Dec. 31, 1967, 4pp, (DIB 68-03-122); **Portugal:** Development at Moncorvo Iron Deposits, 5pp, (DIB 68-03-120); **Swedish** iron ore production & foreign trade, 3pp, (DIB 68-03-118); **Taiwan:** Coal & coke production—July-Dec., 1967, 2pp, (DIB 68-03-084); **Tunisia:** Visit to El Fouladh Steel Mill, 3pp, (DIB 68-03-119); **West Germany:** Coal & coke production by type, also labor force & absenteeism statistics, 3pp, (DIB 68-03-083).

33130—Electrometallurgical Products

Rhodesia: Kraft paper imports cut, other industrial developments, 2pp, (DIB 68-03-259).

33390, 33410—Primary Smelting & Refining of Nonferrous Metals, n.e.c., Secondary Smelting & Refining of Nonferrous Metals

New Caledonia—1967 exports & imports by commodity groups—U.S. share of market, 2pp, (DIB 68-03-115).

33990—Primary Metal Products, Not Elsewhere Classified

Swedish iron ore production & foreign trade, 3pp, (DIB 68-03-118).

35—MACHINERY, EXCEPT ELECTRICAL

35220—Farm Machinery & Equipment

Ethiopia: Export—Yugoslavia offers credit for tractor purchase, 7pp, (DIB 68-03-268); **Italy:** Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026).

35410, 35420, 35450—Metal-Cutting Machine Tools, Metal-Forming Machine Tools, Machine Tool Accessories & Measuring Devices

Yugoslavia: Motor plant in Rakovica plays important role in Yugoslav auto industry, 3pp, (DIB 68-03-266).

35590—Special Industry Machines, Not Elsewhere Classified

United Kingdom: Water desalination-purification, 3pp, (DIB 68-03-027).

35610—Pumps, Air & Gas Compressors & Pumping Equipment

Italy: Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026).

35730—Electronic Computing Equipment

United Kingdom: Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

35850—Air Conditioning & Refrigeration Machinery & Equipment

Italy: Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026).

35890—Service Industry Machines, Not Elsewhere Classified

United Kingdom: Water desalination-purification, 3pp, (DIB 68-03-027).

36—ELECTRICAL MACHINERY, EQUIPMENT & SUPPLIES

36120—Power, Distribution & Specialty Transformers

Spain: Recent airport developments, 5pp, (DIB 68-03-053).

36310, 36320, 36330—Household Cooking Equipment, Household Refrigerators & Home & Farm Freezers, Household Laundry Equipment

TO SPEED HANDLING OF CONTAINERS, a National Spreader frame is attached to crane cable at Port of Cleveland. The spreader is made by RPC Division of Midland-Ross Corp. Spreader frame, said to be first of its type on the Great Lakes, attaches with easy-to-operate single lever action.

France: Imports of household appliances from Italy, 2pp, (DIB 68-03-113).

36510—Radio & TV Receiving Sets Except Communication Types

Finland: Approval of PAL color television system, 1p, (DIB 68-03-081).

36620—Radio & TV Transmitting, Signaling & Detection Equipment

Spain: Recent airport developments, 5pp, (DIB 68-03-053).

36700, 36930—Electronic Components & Accessories, X-ray Apparatus & Tubes

Sweden: Scientific, industrial & technical instruments—outlook for 1968, 7pp, (DIB 68-03-092).

37—TRANSPORTATION EQUIPMENT

37110—Motor Vehicles

Colombia: Reduction in import duties on buses, chassis, and taximeters, 2pp, (DIB 68-03-267); **Netherlands:** Annual report bicycle & automobile industry association 1966-67, 4pp, (DIB 68-03-265); **Uganda:** Car imports restricted, 1p, (DIB 68-03-264).

37140—Motor Vehicle Parts & Accessories

France: Business & industry—automotive parts—Citroen to build major factory in Lorraine, 2pp, (DIB 68-03-263); **Yugoslavia:** Motor plant in Rakovica plays important role in Yugoslav auto industry, 3pp, (DIB 68-03-266).

37210—Aircraft

France: New twin-turboprop aircraft goes into production, 3pp, (DIB 68-03-051); **United Kingdom:** Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

37310—Ship Building & Repairing

Italy: Superdrydock project approved by national authorities, 2pp, (DIB 68-03-135); **United Kingdom:** Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

37510—Motorcycles, Bicycles, & Parts

Japan: Voluntary export controls—1968 quota on bicycle exports to U.S. set at 450,000 units, 2pp, (DIB 68-03-114).

38—SCIENTIFIC INSTRUMENTS, PHOTO & OPTICAL GOODS, CLOCKS

38110—Scientific, Laboratory, Engineering & Research Instruments & Associated Equipment

Sweden: Scientific, industrial & technical instruments—outlook for 1968, 7pp, (DIB 68-03-092); **Spain:** Recent airport developments, 5pp, (DIB 68-03-053); **United Kingdom:** Water desalination-purification, 3pp, (DIB 68-03-027).

38310, 38610—Optical Instruments & Lenses, Photographic Equipment & Supplies

Sweden: Scientific, industrial & technical instruments—outlook for 1968, 7pp, (DIB 68-03-092).

40—RAILROAD TRANSPORTATION

40110—Railroads, Line-haul Operating

West Germany: Railway container terminal opens, 2pp, (DIB 68-03-052).

42—MOTOR FREIGHT TRANSPORTATION & WAREHOUSING

42120—Local Trucking & Draying, Without Storage

West Germany: Railway container terminal opens, 2pp, (DIB 68-03-052).

44—WATER TRANSPORTATION

44110—Deep Sea Foreign Transportation

Australia: World's fastest ships to haul Australian apples & pears, 2pp, (DIB 68-03-031); **West Germany:** Container traffic developments in Bremen & Bremerhaven ports, 12pp, (DIB 68-03-098).

44410—Transportation on Rivers & Canals

Belgium-Luxembourg: Port of Ghent, 3pp, (DIB 68-03-133).

44630—Marine Cargo Handling

French West Indies: New bulk sugar &

molasses loading facilities at Marie-Galante, 1p, (DIB 68-03-032); **West Germany:** Container traffic developments in Bremen & Bremerhaven ports, 12pp, (DIB 68-03-098).

45—TRANSPORTATION BY AIR

45820—Airports & Flying Fields

Spain: Recent airport developments, 5pp, (DIB 68-03-053).

47—TRANSPORTATION SERVICES

47120—Freight Forwarding

West Germany: Railway container terminal opens, 2pp, (DIB 68-03-052); **West Germany:** Container traffic developments in Bremen & Bremerhaven ports, 12pp, (DIB 68-03-098).

48—COMMUNICATION

48300—Radio Broadcasting & Television

Greece: Entertainment motion pictures, 11pp, (DIB 68-03-102).

49—ELECTRIC, GAS & SANITARY SERVICES

49410—Water Supply

Malta: Water supply & wastes disposal project, 1p, (DIB 68-03-096); **United Kingdom:** Water desalination-purification, 3pp, (DIB 68-03-027).

49520—Sewerage Systems

United Kingdom: Water desalination-purification, 3pp, (DIB 68-03-027).

49530—Refuse Systems

Malta: Water supply & wastes disposal project, 1p, (DIB 68-03-096).

49710—Irrigation System Operation

Australia: Four new dams authorized in New South Wales, 1p, (DIB 68-03-028); **Australia:** Increasing interest in sorghum production, 2pp, (DIB 68-03-040); **Spain:** Bolarque-Alarcon irrigation project, 2pp, (DIB 68-03-019).

50—WHOLESALE TRADE

50360—Men's & Boys' Clothing & Furnishings

Congo: Used clothing—a potential export opportunity, 2pp, (DIB 68-03-097).

78—MOTION PICTURES

78130—Motion Picture Production Except for TV

Greece: Entertainment motion pictures, 11pp, (DIB 68-03-102).

89—MISCELLANEOUS SERVICES

89210—Nonprofit Educational & Scientific Research Agencies

Sweden: Participation in CERN three hundred GeV accelerator project, 1p, (DIB 68-03-080).

97—WORLD TRADE

97701—Economic Developments, Trends & Outlook

Belgium-Luxembourg: Economic trends quarterly, 7pp, (DIB 68-03-003); **Brazil:** Cattle raising shifts from industrial states, 5pp, (DIB 68-03-190); **Brazil:** Economic trends, 8pp, (DIB 68-03-126); **Burundi/Rwanda:** Economic indicators annual, 7pp, (DIB 68-03-049); **Canada:** Economic trends, 10pp, (DIB 68-03-013); **Dominican Republic:** Economic trends semiannual, 8pp, (DIB 68-03-014); **Ecuador:** Economic trends semiannual, 11pp, (DIB 68-03-002); **France:** Economic trends quarterly, 10pp, (DIB 68-03-009); **Ghana:** Economic trends semiannual, 5pp, (DIB 68-03-001); **India:** Economic trends quarterly, 10pp, (DIB 68-03-007); **Italy:** ISCO survey of business attitudes Oct-Nov 1967, 5pp, (DIB 68-03-018).

Kenya: Economic trends semiannual, 12pp, (DIB 68-03-004); **Mexico:** Economic growth, 6pp, (DIB 68-03-048); **Morocco:** Economic trends semiannual, 8pp, (DIB 68-03-015); **Nepal:** Economic trends annual, 6pp, (DIB 68-03-008); **New Zealand:** Economic trends semiannual, 11pp, (DIB 68-03-010); **Philippines:** Economic trends semiannual, 10pp, (DIB 68-03-012); **Spain:** Cotton textile industry prescribes remedies for its ills, 3pp, (DIB 68-03-021); **Sweden:** Economic trends quarterly, 14pp, (DIB 68-03-005); **Taiwan:** Economic trends—semiannual, 11pp, (DIB 68-03-050); **Venezuela:** Economic trends semiannual, 10pp, (DIB 68-03-011); **West Germany:** Economic trends, 9pp, (DIB 68-03-093).

97702—Foreign Trade Regulations

Argentina: Livestock annual, 14pp, (DIB 68-03-183); **Austria:** Livestock & meat annual, 26pp, (DIB 68-03-175); **Brazil:** Import regulations, 8pp, (DIB 68-03-191); **Brazil:** Annual livestock & meat report, 13pp, (DIB 68-03-192); **Chile:** Food import quotas for Northern Free Food Zone, 1p, (DIB 68-03-090); **Chile:** Livestock annual, 18pp, (DIB 68-03-176); **Colombia:** Grains & feeds, 14pp, (DIB 68-03-037); **Colombia:** Reduction in import duties on buses, chassis, and taximeters, 2pp, (DIB 68-03-267); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Congo:** Used clothing—a potential export opportunity, 2pp, (DIB 68-03-097).

Denmark: Feedgrains import embargo, 1p, (DIB 68-03-061); **Ethiopia:** Mining & petroleum laws, 8pp, (DIB 68-03-106); **France:** Imports of household appliances from Italy, 2pp, (DIB 68-03-113); **Ireland:** Wheat—import tender (feed)—customs duty (milling), 2pp, (DIB 68-03-111); **Italian** regulation on restrictive use of certain chlorinated cyclodiene pesticides, 4pp, (DIB 68-03-029); **Italy:** New regulation for selling deep frozen foods to the public, 3pp, (DIB 68-03-088); **Japan:** Annual livestock report, 19pp, (DIB 68-03-094); **Japan:** Voluntary export controls—1968 quota on bicycle exports to U.S. set at 450,000 units, 2pp, (DIB 68-03-114); **Netherlands:** Changes in import levies on imports from non-EEC countries of live hogs, pork, & edible offals of hogs, 8pp, (DIB 68-03-184).

Norway: Deciduous fruit 1967, 2pp, (DIB 68-03-105); **Pakistan's** cotton textile quota in U.K., 3pp, (DIB 68-03-023); **Peru:** Exoneration of export duties on coffee, 2pp, (DIB 68-03-089); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Rhodesia:** Kraft paper imports cut—other industrial developments, 2pp, (DIB 68-03-259); **Spain:** Regulations covering importation of feeder cattle, 2pp, (DIB 68-03-166); **Switzerland:** Livestock annual, 11pp, (DIB 68-03-165); **United Kingdom:** Price rise expected for cigarettes in U.K. as manufacturers prepare for possible increase in duties, 2pp, (DIB 68-03-153); **Uganda:** Car imports restricted, 1p, (DIB 68-03-264); **Yugoslavia:** Regulations on coordination of export efforts, 5pp, (DIB 68-03-054).

97703—Investment Laws, Incentives & Guarantees

Australia: Lumber & processed wood, 2pp, (DIB 68-03-269); **Belgium-Luxembourg: Port of Ghent,** 3pp, (DIB 68-03-133); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Denmark:** Agricultural market promotion, 8pp, (DIB 68-03-057); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Venezuela:** Agricultural situation, 8pp, (DIB 68-03-271).

97704—Market Surveys, Reports & Profiles

Brazil: Confectionery industry, 15pp, (DIB 68-03-272); **Congo:** Used clothing—a potential export opportunity, 2pp, (DIB 68-03-097); **India:** Tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Israel:** Dead Sea Works Ltd., 3pp, (DIB 68-03-022); **Ivory Coast:** Tobacco, 2pp, (DIB 68-03-158); **Japan:** Leather industry & outlook, 10pp, (DIB 68-03-129); **Netherlands:** Annual report Netherlands Bicycle & Automobile Industry Association 1966-67, 4pp, (DIB 68-03-265); **Portugal:** Developments at Moncorvo Iron Deposits, 5pp, (DIB 68-03-120); **Thailand:** Mining developments, 4pp, (DIB 68-03-117); **Venezuela:** Agricultural situation, 8pp, (DIB 68-03-271); **Yugoslavia:** Motor plant in Rakovica plays important role in Yugoslav auto industry, 3pp, (DIB 68-03-266).

97707—Investment, Licensing & Joint Ventures

Austria: Livestock & meat annual, 26pp, (DIB 68-03-175); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); **Italy:** Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026); **Yugoslavia:** Regulations on coordination of export efforts, 5pp, (DIB 68-03-054).

97709—Business Laws & Practices

Argentina: Livestock annual, 14pp, (DIB 68-03-183); **Austria:** Livestock & meat annual, 26 pp, (DIB 68-03-175; **Brazil:** Annual livestock & meat report, 13pp (DIB 68-

03-192); **Canada:** Annual livestock report, 44pp, (DIB 68-03-193); **Colombia:** Livestock annual, 21pp, (DIB 68-03-177); EEC grain export & import certificates, 2pp, (DIB 68-03-046); **Denmark:** Livestock & meat annual, 40pp, (DIB 68-03-180); **Denmark:** Proposal for new producer organization for cattle & meat, 2pp, (DIB 68-03-179); **Denmark:** Agreement concerning pork deliveries to canning factories & granting quantitative rebates, 8pp, (DIB 68-03-178); **Ecuador:** Livestock annual, 12pp, (DIB 68-03-182).

Ethiopia: Export—Yugoslavia offers credit for tractor purchase, 7pp, (DIB 68-03-268); **Finland:** Administration of continental shelves, 7pp, (DIB 68-03-107); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Italy:** Government announces large-scale coordinated investment project in the Mezzogiorno, 4pp, (DIB 68-03-026); **Italian** regulation on restrictive use of certain chlorinated cyclodiene pesticides, 4pp, (DIB 68-03-029); **Malaysia:** Cabinet ministers speak on rubber market, 4pp, (DIB 68-03-016); **Peru:** Livestock & meat annual, 33pp, (DIB 68-03-171); **Lesotho** diamond exports for 1967, 1p, (DIB 68-03-024).

97712—Soviet Bloc Trade

Australia: Grain & feeds, 1pp, (DIB 68-03-042); **Ethiopia: Export**—Yugoslavia offers credit for tractor purchase, 7pp, (DIB 68-03-268); **French** imports of coal, 1p (DIB 68-03-099); **India:** Grains, feeds & rice—annual, 23pp, (DIB 68-03-056); **India:** Tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Swedish** iron ore production & foreign trade, 3pp, (DIB 68-03-118); **Yugoslavia:** Regulations on coordination of export efforts, 5pp, (DIB 68-03-054).

97713—Bilateral Trade

Australia: Wheat sale to Chile, 1p, (DIB 68-03-038); Increasing interest in sorghum production, 2pp, (DIB 68-03-040); Twelve thousand new acres of sorghum planted, 2pp, (DIB 68-03-039); Exports of wheat & flour, 3pp, (DIB 68-03-045); 1967 wheat harvest, 4pp, (DIB 68-03-044);

Belgium-Luxembourg: Livestock numbers, 2pp, (DIB 68-03-189); **Brazil:** Cocoa, 11pp, (DIB 68-03-078); **Colombia:** Grains & feeds, 14pp, (DIB 68-03-037); EEC grain export & import certificates, 2pp, (DIB 68-03-046); **Costa Rica:** Grain & feed 1967, 3pp, (DIB 68-03-074); **Denmark:** Agricultural market promotion, 8pp, (DIB 68-03-057); **Denmark:** Fisheries—recent development, 5pp, (DIB 68-03-110); **France:** Grains & feed—monthly statistical data, 4pp, (DIB 68-03-065).

French imports of coal, 1p, (DIB-68-03-099); **France:** Imports of household appliances from Italy, 2pp, (DIB 68-03-113); **New Caledonia:** Exports & imports 1967 by commodity groups—U.S. share of market, 2pp, (DIB 68-03-115); **Guatemala:** Livestock annual, 20pp, (DIB 68-03-187); **Honduras:** Livestock annual, 7pp, (DIB 68-03-188); **India:** Grains, feeds & rice—annual, 23pp, (DIB 68-03-056); **India:** Tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Ireland:** Grain imports, 3pp, (DIB 68-03-063).

Japan: Log issue—statement by Alaska governor, 8pp, (DIB 68-03-270); **Japan:** Annual livestock report, 19pp, (DIB 68-03-094); **Japan:** Soybean-feedgrains & wheat teams visits, 6pp, (DIB 68-03-077); **Netherlands:** Annual report bicycle & automobile industry association 1966-67, 4pp, (DIB 68-03-265); **Rhodesia:** World feed grain prospects, 2pp, (DIB 68-03-091); **Rhodesia:** 1968 tobacco sales season—new bill will guard industry—British scraping barrel for Rhodesian leaf, 5pp, (DIB 68-03-151); **Senegal's** exports of phosphate rock in 1967, 3pp, (DIB 68-03-121); **Surinam's** bauxite, alumina and aluminum exports—2nd half 1967—totals for 1967, 3pp, (DIB 68-03-123); **Thailand:** Tobacco exports growing, 2pp, (DIB 68-03-155); **United Kingdom:** Offset & subsequent defense sales, 2pp, (DIB 68-03-131).

97717—Foreign Government Trade Promotion

Canada: Seeds trade mission to Latin America, 1p, (DIB 68-03-064); **Denmark:** Agricultural market promotion, 8pp, (DIB 68-03-057); **Denmark:** Proposal for new producer organization for cattle & meat, 2pp, (DIB 68-03-179); **Peru:** Grains & feed—annual, 13pp, (DIB 68-03-062); **Thailand:** Mining developments, 4pp, (DIB 68-03-117); **United Kingdom:** Offset & subsequent defense sales, 2pp, (DIB 68-03-131); **Yugoslavia:** Regulations on coordination of export efforts, 5pp, (DIB 68-03-054).

BUSINESS EQUIPMENT IS ON ITS WAY to Brazil, as part of a program backed by Agency for International Development loans. Fifty machines have already been shipped by Apeco/International, a division of American Photocopy Equipment Co. of Evanston, Ill., in the past three months.

97719—Research & Development

Argentina: Livestock annual, 14pp, (DIB 68-03-183); **Australia:** Results of nitrogen fertilizers for tests Western Australia, 2pp, (DIB 68-03-030); **Australia:** New variety of irrigated wheat to be released soon, 1p, (DIB 68-03-041); **Denmark:** Fisheries—recent developments, 5pp, (DIB 68-03-110); **Denmark:** Sugar supplies 1967-68, 1p, (DIB 68-03-149); **France:** Livestock & meat annual, 15pp, (DIB 68-03-185); **Israel:** Dead Sea Works Ltd., 3pp, (DIB 68-03-022); **Japan:** New Wakaba cigarette to be sold, 2pp, (DIB 68-03-157); **Kenya:** Hail suppression project in Kericho, 4pp, (DIB 68-03-020); **Portugal:** Developments at Moncorvo Iron Deposits, 5pp, (DIB 68-03-120); **Venezuela:** Agricultural situation, 8pp, (DIB 68-03-271); **Zambia:** Tobacco pilot plan to boost Oriental crop, 1p, (DIB 68-03-152).

97735—Trade Negotiations, Treaties & Agreements

Australia: 12,000 new acres of sorghum planted, 2pp, (DIB 680-03-039); **Australia:** Wheat sale to Chile, 1p, (DIB 68-03-038); **Australia:** Grain & feeds, 1p, (DIB 68-03-042); **Brazil:** Cocoa, 11pp, (DIB 68-03-078); **Colombia:** Grains & feeds, 14pp, (DIB 68-03-037); **Denmark:** Danish-British bacon quota agreement, 1p, (DIB 68-03-086); **India:** Tea industry has good year in 1967, 8pp, (DIB 68-03-137); **Iran:** Grains & feed, 10pp, (DIB 68-03-059); **Japan:** Log issue—statement by Alaska governor, 8pp, (DIB 68-03-270); **Morocco:** Grains & feeds— current situation & outlook, 6pp, (DIB 68-03-060).

BRITISH REPRESENTATIVE for Cannon Electric Co. (at right in above left photo) points out features of Cannon components to a possible customer.

Officials of Electrautocom, Ltd., Plessy, Ltd., and Plessy Resistors (left to right, above right) examine display at the booth of Pyrofilm Resistor Co.

London buyers like miniature circuitry

Trade Center show brings officials of top firms to see U.S. equipment

Little pieces of plastic sitting immobile under magnifying lenses, inert display panels and blown-up photos of microcircuits hanging on the walls, neither electronic hum nor clatter of machinery to drown out the piped-in music—it seemed less like a Trade Center show than a pop-art display, but the engineers who flocked to the London Center loved it.

Total trade attendance at the show of U.S. miniature and microminiature electronic components reached 1,684, with fully 20% from the five most important British companies in the field—Plessey, Marconi, Ferranti, English Electric, and GEC/AEI. Plessey alone, possibly the most important target firm, sent 150 people.

The 71 U.S. manufacturers whose products were on display predicted sales during the next year of over $2.2 million as a direct result of the market exposure.

With 24 agency agreements under discussion all four of the American companies actively seeking representation expected to conclude agreements soon.

La Pointe Industries reported that it expected to make $250,000 in first-year sales, but a company official pointed out that if agency and licensing agreements were set up soon, the company's 1968 sales total could easily reach $1 million.

MINIATURE ELECTRONIC CIRCUITRY is discussed (above) at booth of Electro-Mechanisms, Inc. Alloys Unlimited's booth (below) drew interested trade representatives to see various components on display.

OFF TO JAPAN goes the American Mail Line's exhibit for inclusion in the 5,000 square foot Washington State Pavilion at the 1968 Osaka Fair. Examining documents is Robert Turner of the Washington State International Trade Fair, sponsors of this year's showing and three others at past Japan fairs.

Washington State showing local export products at Osaka Fair

Fourth consecutive annual participation in Japanese exhibitions continues State's efforts to expand trade with the Far East

Washington State has sent its fourth consecutive overseas display to Japan this year as the state entered a 5,000 square foot pavilion in the Osaka International Trade Fair, running from Apr. 9-29.

Through its annual entry in Japan's trade fairs Washington has introduced to the Orient such varied western products as doughnut making machinery, prefabricated cedar vacation cottages and dried peas. This cooperative effort of government and private enterprise last year won the Presidential "E for Exporting" award for Washington State International Trade Fair, sponsor of the overseas exhibits.

Nearly one-fourth of the northwestern state's billion-dollar exports go to Japan, and a major share finds markets in other Pacific Rim nations sending buyers to Osaka. Firmly committed to annual participation in Japan trade fairs, Washington has a movable building permanently stored across the Pacific. The building itself is an advertisement for the state's forest products.

To recruit the 45 firms and agencies exhibiting at Osaka, Washington's Trade Fair distributed a brochure asking, "Who is your man in Japan?" and warning, "If you don't have a man in Japan, you're losing business." Organizations entering exhibits are seeking export markets, overseas agents, licensing agreements or joint venture capital. Many of these hope to work with Japanese interests in Alaska.

Emphasizing Washington and Japan's mutual dependence on water resources, one section of the state building is devoted to marine and oceanographic exhibits. Coinciding with the Osaka fair, an Industry-Organized Government-Approved Oceanographic trade mission has gone to Japan from Washington State. Robert F. Buck, Seattle banker and Trade Fair president, is heading the mission of 10 scientists and representatives of marine-related industries.

As the first state to create its own Oceanographic Commission, Washington is seeking an exchange of information on development of off-shore resources. The Japanese government offered to welcome the visitors to 20 research projects so they could see aqua culture and studies of marine fauna and plankton.

The Washington Commission shipped to the fair an exhibit highlighting the work of research vessels berthed in the state's ports, and private industry displays in the marine section show winches, connecting devices for towing barges in rough water, designs for mobile ocean platforms and waterfront structures.

Rail, air and shipping lines also are represented in a bid to carry east-bound cargos.

Past exhibitors estimate that participation in overseas trade fairs has brought the state as much as $2,000,000 annually in new export business. In addition to the marine displays in the Washington pavilion at Osaka, there is one section sponsored by the Area Development Council of the Washington Water Power Company in Spokane. The State Department of Commerce and Economic Development has assembled single-item entries from small manufacturers.

Korea seeks industrial films for farming, fisheries show

The Korean Agricultural and Fishery Development Corp., a Korean Government-sponsored organization, has announced plans to mount an exhibition to promote the development of agricultural and fishery industries in Japan. The event will be held in Seoul during the month of October, 1968.

U.S. business interests have been invited to supply movies and working or static models featuring American equipment and technology.

Exhibit space is being donated by the sponsoring agency to interested U.S. firms, and both movies and exhibits will be shown at no cost to the companies which supply them.

U.S. firms should contact: Office of International Trade Promotion (BIC-936), U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, 967-3363.

EXHIBITION

U.S. nuclear equipment firms will seek

Thai trade sees U.S. mining equipment

Show, mission draw representatives of 60% of industry to Trade Center

Eighteen U.S. firms tested the market for their mining equipment in Thailand recently, and found the prospects to their liking.

All but four of the firms represented at the Bangkok Trade Center for the exhibition achieved most of their marketing objectives in participating in the show, and three companies felt that the results had met or exceeded their expectations.

Immediate sales were favorable, and sales within the next year were projected at $1.6 million by the exhibitors who reported. The wedge in the market door is expected to continue to widen during the coming years.

Three of the firms in the show were exhibiting in Thailand for the first time, and two of these were seeking permanent representation in the country. One new agent was named during the show, and an additional ten agreements were still under discussion as the exhibition closed.

Visitors totaled nearly 1,000, with 253 definitely identified as being in the mining trade in Thailand. Officials at the Trade Center said that representatives of 60% of the Thai mining industry attended.

The businessmen who did attend were almost universally pleased with the products on display. Frequent comments were made on the "new items helpful to Thai miners."

A technical film library assembled by the Commerce Department for the Trade Center show was popular with the visitors, who commented favorably on the presentation by film of equipment which could not practically have been brought to the Center for the exhibition.

A mineral resources development trade mission organized by U.S. companies with the cooperation of the Commerce Department visited the Bangkok Trade Center for the show before visiting markets in Kuala Lumpur, Singapore, and Djakarta.

Apisak Tokrisna, of the Songla Mining Center's Department of Minerals Resources said, "This show of various kinds of mining equipment is not only beneficial to Thai miners and businessmen, but also introduces new American products to Thailand, and the Trade Mission should be most helpful in giving ideas and technical information to Thai miners."

LEADING THAI MINE OPERATORS came to see the latest U.S. equipment at the Bangkok Trade Center. Company president William Stephenson (above center) discusses Allen Sherman-Hoff Pumps with buyers.

DIAMOND DRILL (above left) drew visitors to the display of E. J. Longyear products, with $150,000 in sales expected to result. Delegates to the concurrent Thai National Mining Convention swelled attendance at Trade Center (above right). Heavy equipment was shown outside by John Deere and others (below).

Packaging equipment

EXHIBITION BRIEFS WORLDWIDE

INTERNATIONAL BOAT SHOW, GENOA, ITALY, Feb. 1-11. 600 exhibitors, including 157 from 16 foreign countries. 50 U.S. EXHIBITORS, the largest foreign contingent, mostly represented by Italian or other European agents. Official attendance figures totaled 350,000, a record figure, with 14% of the visitors from outside Italy. Future shows should provide an excellent entry into the Italian market for new U.S. boats and boating equipment. Next show, February 1969.

INTERNATIONAL TOY SHOW, PARIS, Feb. 4-10. 606 firms representing 19 countries exhibited, chiefly through French representatives. 190 foreign firms in the show. Attendance: 11,212 for the trade-only show, up by more than 1500 from last year's total. 1548 foreign buyers attended this year. 29 AMERICAN MANUFACTURERS REPRESENTED. Exhibitors feel Paris show is now second in Europe only to Nuremberg's toy show. U.S. companies consider the Paris show a market imperative, with good sales and contact reports received. Next fair, Feb. 2-8, 1969.

INTERNATIONAL CARPET, · LINOLEUM, AND FLOOR COVERING FAIR, "CARPEX '68", LONDON, Feb. 26-Mar. 1. Record attendance of 15,744 buyers and trade representatives, including 658 from outside England, saw products of five subsidiaries or associates of U.S. companies. Market prospects appear good, especially for synthetic tufted carpets. Next fair, Spring of 1969.

SWISS SHOE EXHIBITION, ZURICH, Mar. 3-4. 35 exhibitors, ten from outside Switzerland. U.S. shoe products were shown by Swiss representatives. About 1400 Swiss importers, dealers, and manufacturers visited the exhibits. Outlook for U.S. sales: good for sports and casual shoes; limited for women's, misses' and men's dress shoes, as U.S. designs do not meet with Swiss acceptance. Date not set yet for next exhibition.

U.S. nuclear equipment firms will seek British sales at London show in November

Commerce surveys reveal new potential markets for high-quality nuclear instruments; radioisotopes, spectrometers, testing equipment in demand

The American nuclear equipment industry will focus its export-selling efforts on Britain's $15 million market for nuclear instrument systems and components through a U.S. Department of Commerce show at the U.S. Trade Center in London next fall.

U.S. firms taking part in the show, set for Sept. 18-26, also will have opportunity to go after Britain's $2 million market for isotopes.

These new potential markets for American industry were revealed through studies conducted in the United Kingdom by the Department's Bureau of International Commerce.

Specific sales targets of U.S. exhibitors include the U.K. Atomic Energy Authority, which operates the largest single installation in the world under its nuclear power station program; hospitals and radiation protection units; research operations, and industry.

The newest and most advanced nuclear instruments are in strong demand in Britain, but price, performance and service are important considerations. A guide to the type of nuclear products with the most promising sales potentials for U.S. manufacturers follows:

► Radioisotopes as tracers, or irradiation by beams from accelerators, such as beta rays for hospital use. About 10 new hospitals a year are planned by 1970. It is estimated that each hospital will spend some $140,000 for nuclear equipment.

► Spectrometer systems, specifically designed for individual application.

► Neutron detectors.

► Pulse-height analyzers.

► Nonmedical measuring and testing equipment and thickness gauges.

► Pump filter units.

► Measuring and testing equipment for medical application.

► Formable nuclear shielding materials.

U.S. exhibitors in the London show will have the benefit of a vigorous market development program already under way in the United Kingdom to attract buyers. An agency-finding service for firms not represented in Britain also is in operation.

Sixty-one U.S. firms that showed commercial nuclear products at the International Nuclear Industries Fair (NUCLEX) in Basel, Switzerland, in 1966, report $4.4 million in export sales in Europe since the fair closed. They also appointed 20 overseas agents to represent them on a long-term basis. Twenty-six of the American exhibitors were new to the market.

U.S. firms interested in taking part in the London show may obtain more information from the Bureau of International Commerce (code 932), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202—967-4461), or from any of the Department's 42 Field Offices.

Spanish store plans America Weeks sale

Galerias Preciados to promote U.S. consumer products in November

Spain's leading department store chain, Galerias Preciados, has announced plans to present its second "America Weeks" sale of U.S. consumer goods Nov. 2-30.

Following up the chain's highly successful sale of American-made merchandise in March, 1966, Galerias Preciados will stage the promotion in six stores in Madrid, Barcelona, Bilboa, Sevilla and Cadiz.

The firm's buyers will come to the United States to purchase some $600,000 in merchandise for the four-week event.

Galerias Preciados will feature wearing apparel, housewares, furniture and furnishings, garden tools, carpeting, perfume and cosmetics, jewelry and picnic supplies.

Drawing cards for the sale will include the Gemini X spacecraft, American Indian folk dancers, and a Hawaiian performing group, all of which have proved popular at similar promotions in the past.

U.S. companies interested in the event may write the Bureau of International Commerce (Code 926) U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, 967-4715.

Packaging equipment draws Italian buyers

With an immediate sales total of $183,700 and additional sales predictions of well over $2.2 million over the next year in hand, 32 U.S. makers of packaging equipment and materials came away well pleased from a week-long exhibition at the U.S. Trade Center in Milan.

Off-the-floor sales were lead by Clark-Aiken International, Inc., which showed paper slitting and rewinding equipment. The company's officials at the show made $50,000 in spot sales to Italian buyers.

Other outstanding successes in initial results at the show included Mead Packaging International, Inc., which reported $45,000 in firm contracts, and Printainer Corp., with immediate sales of $30,000.

Uniloy Division of Hoover Ball and Bearing Co. predicted first-year sales in Italy at $300,000, as did Interlake Steel.

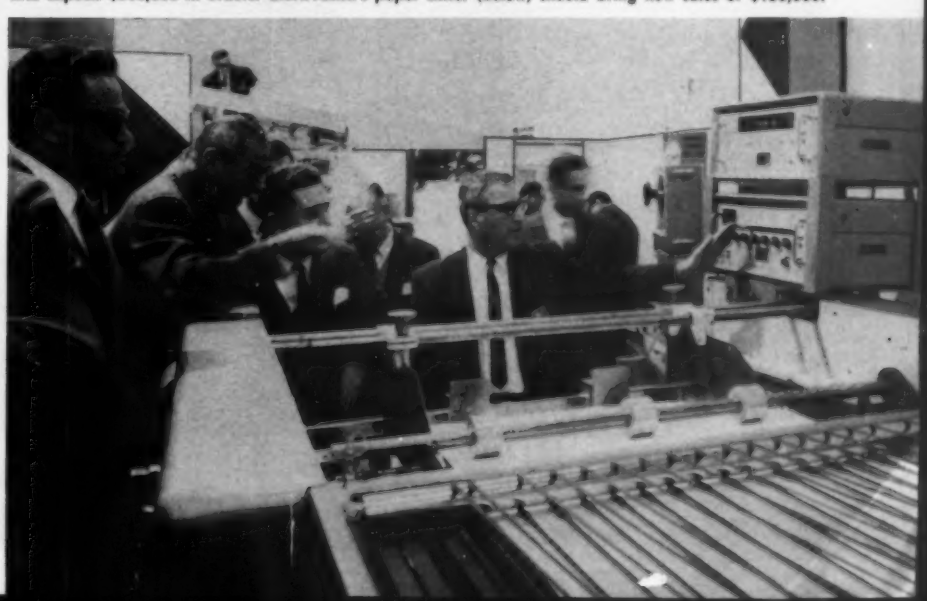
Visitors to the Trade Center show totaled 1,804, with nearly 1,700 definitely identified as being in the packaging trade. A packaging seminar featuring talks by eight experts in the field drew top quality packaging industry executives to the Center.

Seven of the U.S. companies in the exhibition were actively seeking agents in Italy to represent them on a long-term basis. Four agreements were negotiated during the show itself, and another 20 possible agents were being interviewed as the show closed.

PRINTING EQUIPMENT for containers proved popular with buyers at the booth of Printainer Corp. (above). The company appointed a new Italian agent, expects sales of $100,000 during the next year.

AUTOMATIC STRAPPING EQUIPMENT (above) shown by Interlake Steel Corp. drew buyers from whom firm expects $300,000 in orders. Clark-Aiken's paper slitter (below) should bring new sales of $150,000.

CAPSULE COUNTING EQUIPMENT is discussed by local representative of Production Equipment, Inc. (below left) and potential customer. The U.S. firm sees a lively market among pharmaceutical houses.



international scale and plug them with nancial or otherwise, from more than

New focus on licensing affords chance to assess its advantages

Article points to numerous current opportunities in field, gives guidelines to U.S. companies, checklist of significant items

Licensing activities are on the increase throughout the world.

The U.S. Department of Commerce has learned, for example, of a leading U.S. building material producer, who has 58 foreign licensees providing a net contribution of $2 million after taxes.

Also, an automative equipment manufacturer has close to 500 different licensing agreements abroad bringing in millions of dollars in royalties. This company says it is receiving valuable new developments in reverse from its licensees.

An American apparel company has licensed its brand name and selling-know-how—it doesn't own a single patent—to manufacturers in more than 30 countries.

Not everyone agrees there are more profits than pitfalls in licensing. Some firms won't license at all. They see licensing as likely to be a short-lived operation. "In 10 years you will have fully educated a competitor", says one. Others fear that their know-how will be peddled by the licensees.

Many problems and opportunities in today's international business—the technology explosion, on one hand, and the current U.S. restraints on overseas investments, on the other—make licensing a lively and current topic.

The pro-licensing story is introduced by a professional with long experience in the field, who points to these advantages:

► The licensor does not have to make major monetary or facility expenditures.

► A manufacturing facility can be rapidly organized with an established licensee.

► New market penetrations can be based on licensing experience.

► Problems can be minimized in such areas as border taxes, tariffs, transport, monetary exchange and investment restraints.

► Patent and trademark positions can be policed by the licensee.

► The fee returned to the licensor is almost all profit.

On the operational level, licensing affords: testing of the market at little expense, quick penetration of a market, supervising the market with local people who have a vested interest, using local talent to determine local customer attitudes, trends and personalities, choosing manufacturing and sales competence in a field—before the fact, and establishing permanent business relationships.

The licensing consultant who made these observations, George W. K. King of New Hope, Pa., also submits a number of conventional and unconventional guidelines useful to an internationally-minded firm interested in licensing:

Each licensing situation must be analyzed as a special case. It is unusual that any two license situations are handled in the same way.

Most good licenses have a high degree of technical content and know-how.

Licensing experience is a must—get it if you don't have it.

Technical licenses must be dealt with at a technical level.

Everyone is interested in new products.

Know the country you are dealing with, i.e. business habits, needs, market size, local attitudes, standard of living, level of technology, and "personality."

Deal at a personal level; the license agreement cannot cover all contingencies.

The licensor is most interested in marketing capability—marketing is usually what he is buying. Manufacturing capability is only a second consideration.

Pay special attention to Government restrictions—some technology cannot be licensed. Some governments are taking a strong hand in territory agreements and fees.

Trademarks are a special problem. Each case must be treated individually.

Know individual patent limitations. Some products cannot be covered in some countries.

Technology rapidly becomes obsolete and must be regenerated.

Consult the Department of Commerce, Boards of Trade, Embassies, Consulates, Commercial Attaches, and Chambers of Commerce. They all want to help; it is their job to help; they know their business.

Licensing is a long term effort—not to be switched on and off. Set up good relationships.

Make an exhaustive study of those who would be potential licensees/licensors. Then, don't delay—it's a highly competitive field.

A LICENSING POSSIBILITY IN ITALY? Norman Olsen (right), president of Neslo Mfg. Co., Doylestown, Pa., shows some advanced concepts in modular office partitioning to G. W. K. King, who is cited in this article, acting as a consultant for an Italian client. Neslo has licensees in many countries.

Licensing checklist

George King, who is quoted in this article, suggests this checklist of some of the more important items to be considered in any licensing agreement:

1. Manufacturing or sales license
2. Exclusive—non-exclusive
3. Patent license
4. Trademark license
5. Technical and other assistance
6. Terms and payments
7. Conversion of funds
8. Trade secrets
9. Territories
10. Termination
11. Arbitration
12. Foreign country limitation
13. Cross-license trade-offs
14. Prosecution of infringement
15. Advertising
16. Quality standards
17. Periodic audit

Obtain good technical and legal counsel in the license field.

The result of a technical—marketing license study is not always a "happy" result. The failure of a new product introduction can be predicted within a reasonable degree of accuracy. Much can be gained from the potential licensor's experience. Use test marketing.

The client-consultant relationship in licensing is described by King as a highly ethical combination. The technical consultant in the licensing field is usually a specialist attached to the staff of the managing director or the president of the company. He brings a unique mix of product engineering and international business experience to the chief executive. He may represent several companies on a noncompetitive basis and therefore has the advantage of broad technical exposure and the experience of the numerous business contacts which can be brought to bear for his client.

The relationship is not normally a short term endeavor, very often it lasts five to 15 years and longer. Once successful, the expense pays for itself and is regenerative. As in any professional relationship, the client's business is his own. His name cannot be used without permission.

The consultant's tasks for the client are varied and comprehensive. Some of these are:

- Guide the client into newly developing fields.
- Identify the technical gaps on an international scale and plug them with products and know-how.
- Relieve the client of tedious time-consuming surveys.
- Identify dead-ended product diversification ventures—before the fact.
- Provide system engineering and marketing support.
- Continuously study changing product lines and advise of the "5% technical change" from last year.
- Provide support in the following areas—patents, design engineering, manufacturing, materials, contract assistance and fees.
- Give aid in obtaining financial assistance when required.

In the technical licensing field, as in other professional fields, the consulting engineer in the United States is constrained to practice within limits prescribed by law. Some of the regulations imposed on the professional engineer that apply to the international licensing field are:

The professional engineer will disclose no information concerning the business affairs or technical processes of clients without their consent.

He will not accept compensation, financial or otherwise, from more than one interested party for the same service without the consent of all interested parties.

He will have due regard for the safety of life and health of the public who may be affected by the work for which he is responsible.

The professional engineer will act in a professional manner for each client as a faithful agent or trustee, and act with fairness and justice between his client and the licensee/licensor when dealing with contracts.

No attempt is made here to present a comprehensive discussion on the contents of a licensing contract. As in all contracting, there are a number of irreducible ingredients that the contract should have. A partial check list is shown on this page. Each area should be given thorough consideration by all parties. It is recommended that the final contract be drawn and agreed to by legal counsel retained by each party, since widely separated jurisdictions are usually involved. The best time-proven contract will be found to be in comprehensive yet simple terms, backed by a substantial amount of personal involvement and understanding.

LICENSING DISCUSSION IN BRITIAN found (l. to r.) Lord Erroll, a past president of the British Board of Trade, examining hole finishing tools with licensee A. L. Dennison, chairman of the Birmingham Tool & Gauge Co., Ltd., and licensor E. B. Krause, president of Madison Industries, Providence, R.I.

Mexico aims at stability

Sustained private investment, state spending on Olympics should keep economy buoyant

By RAY H. CRANE
Assistant Commercial Attache, U.S. Embassy, Mexico City

Mexico's economy continued to grow in 1967, but the year was one of consolidation rather than a continuation of the 1966 boom, it is apparent from the full-year figures now available.

CRANE

The Administration maintained its policy of applying pressures where necessary to control inflation, encouraging development through stability. The continued stability of the economy allowed Mexico to remain in a favored position in its international transactions and this situation will probably be repeated in 1968.

Manufacturing continued to grow in both volume and variety of new products, but profits in many areas were reduced owing to high costs of raw materials and components, prices of which for the most part are uncontrolled, while price ceilings are maintained on many finished products.

Some progress was made in the Government's efforts to protect and increase the purchasing power of rural dwellers, but there is still a wide gap between the industrial centers and the rural population.

Gross national product grew by 6.4% in real terms during 1967, a decrease from the 7.5% rate of the previous year; and by 10.5% in current prices, reaching $24 billion. Wholesale prices in Mexico City rose 2.9% over the average 1966 price level. Investment outlays, in current prices, increased by 16.5%.

Mexico's combined 1968 budget for the Federal Government and the 20 major state enterprises and decentralized agencies is $4.91 billion, about 10% higher than in 1967. The Federal Government budget is $1.94 billion, also an increase of 10% over 1967. The budget for economic development, which includes transportation and communications, natural resource development and industrial and commercial development, totals $2.74 billion or $23 million more than in 1967.

The state enterprises and decentralized agencies include such important purchasers of imported goods as Petroleos Mexicanos, the National Railways and the Federal Electricity Commission.

Sustained high level of private investment in industrial plants, government investment in infrastructure and construction projects in preparation for the Olympics should result in an excellent market for both goods and services in 1968.

Foreign trade increased slightly over 1966, but the gap between imports and exports widened sharply. Merchandise exports of $1,148 million showed a decline of $3.8%, caused principally by reduced shipments of agricultural and livestock products.

Merchandise imports on the other hand increased by 9% to a total of $1,749 million; public sector imports went up by 48.2% while the private sector remained constant. Thus, the trade deficit of $601 million was $178 million greater than that of a year earlier.

Net earnings from tourism and border transactions amounted to $425 million compared to $382 million in 1966. Border transaction earnings netted 13.3% more than the preceding year, but net tourism earnings showed only a slight increase. However, tourism earnings in 1968 should show a marked increase owing to the Olympic Games scheduled for October.

Trade encouraged

Mexican trade with Central American and LAFTA countries was at about the same level as 1966. The Administration is engaged in a concentrated effort to encourage more trade, particularly exports of machinery and other manufactures to other Latin American countries.

Trade with LAFTA countries in 1967 totaled $95.7 million, compared to $99.1 million in 1966. Imports increased by 10% to $38.5 million, while exports declined by 10.9% to a level of $57.2 million. The reduced exports are due to the fact that in 1966 Mexico exported in excess of $10 million worth of beans to Brazil, an export that was not repeated in 1967. Exports to Central America were up by 5.3%.

The outlook for total exports in 1968 is good. Aggregate agricultural exports, which account for about half of total exports, are expected to improve. Cotton sales abroad in 1968 should show an increase in both quantity and value, despite lower production in the 1967-68 crop year, since carryover stocks were greater than in 1967 and domestic consumption is declining. Returns from sugar sales should approximate those of 1967.

Production and exports of several important minerals declined during 1967 and, unless tax incentives are forthcoming, this trend will probably continue in 1968. It would appear, however, that increased silver prospecting and mining, due to the very favorable price, will slowly be reflected in increased production and exports of this metal, and also possibly affect lead and zinc production. Copper production will be up somewhat, but exports will remain stabilized due to increases in domestic consumption resulting from expansion of the electric power system.

Sulphur production and exports will approach two million tons, as a third producer/exporter goes on stream in 1968.

To boost national mineral production, however, the mining industry needs effective relief from production and export taxes, and this may or may not occur in 1968.

Petroleum production will continue an upward trend, but the gap between domestic production and fast rising consumption should result in somewhat increased imports of refined petroleum products, principally from the U.S.

Sales of manufactured goods abroad are expected to increase. The Government has launched an export expansion program and has taken steps to assist manufacturers in producing quality products at competitive world prices.

Measures include authorization to import raw materials and components for products destined for export; a listing of

Attention is called to other recent reports on Mexico in the following issues of International Commerce:
Outlook for 1968, Jan. 15, p. 16; Economic Trends report, Mar. 25, pp. 25-27; Arizona trade mission to Mexico, Apr. 1, p. 28.

500 new and necessary industries which may benefit from fiscal and financial incentives; and renewed emphasis on the implementation of already existing incentives such as: drawbacks, tax refunds, reduced freight rates, exemption from export duties, and production loans by both private and government financial institutions.

There are numerous export opportunities for U.S. businessmen, despite the gradual closing of the frontier to consumer items and components which are being manufactured locally. However, if U.S. business is to retain its present share of the market or capture new sales it will require aggressive selling, improved servicing, and improved credit terms to meet the ever-increasing competition from European and Japanese suppliers.

Both public and private sector construction demand is expected to be strong throughout 1968. Most industry leaders feel that a 15% growth will be registered in 1968, highlighted by record Government spending for public works projects and Olympic construction.

The electronics equipment industry in Mexico has been growing at about 10% a year and this rate is expected to increase in 1968. The demands of the industrializing Mexican economy require increasingly sophisticated electronic products, which for the most part are imported from the United States, although some assembly of these products is beginning in Mexico.

Electric power generation increased approximately 12% in 1967 over 1966 and importation of electric power from the United States increased approximately 11%. Owing to the increased industrial demands of the economy and the expansion of the power companies a growth rate of 12% to 15% is expected in 1968.

Imports of electric power equipment and electrical equipment generally are expected to increase, with the U.S. share of the market increasingly significantly. The electrical equipment industry is growing at approximately 8% a year in Mexico.

Imports of scientific and precision instruments into Mexico showed a smaller increase than in previous years and, owing to large Government inventories in this sector, imports may be at a slower rate in 1968; however, the industry is basically healthy and trade sources estimate that the U.S. share of the market will be approximately 76% in 1968—an increase of about 6% from 1966.

Although Mexico continues to increase its production of paper, imports of some specialty types, particularly newsprint, will continue to expand.

Packaging and food processing machinery imports are already at a high level. They received a boost from the very successful U.S. industrial exhibition held in Mexico City in August, and imports from the U.S. in 1968 are expected to show a substantial increase.

Perhaps the brightest outlook in the machinery picture is in the field of machine tools, where the market is such that buyers will be looking toward the purchase of larger-capacity machines than in the past.

Chemical and petrochemical industry expansion offers excellent machinery and raw material sales prospects. U.S. exporters should watch closely the vast expansion in the graphic arts industry which provides extensive opportunities for sales of printing and related machinery. However, there is keen competition from other sources, especially for smaller machines which are of primary interest to local industry.

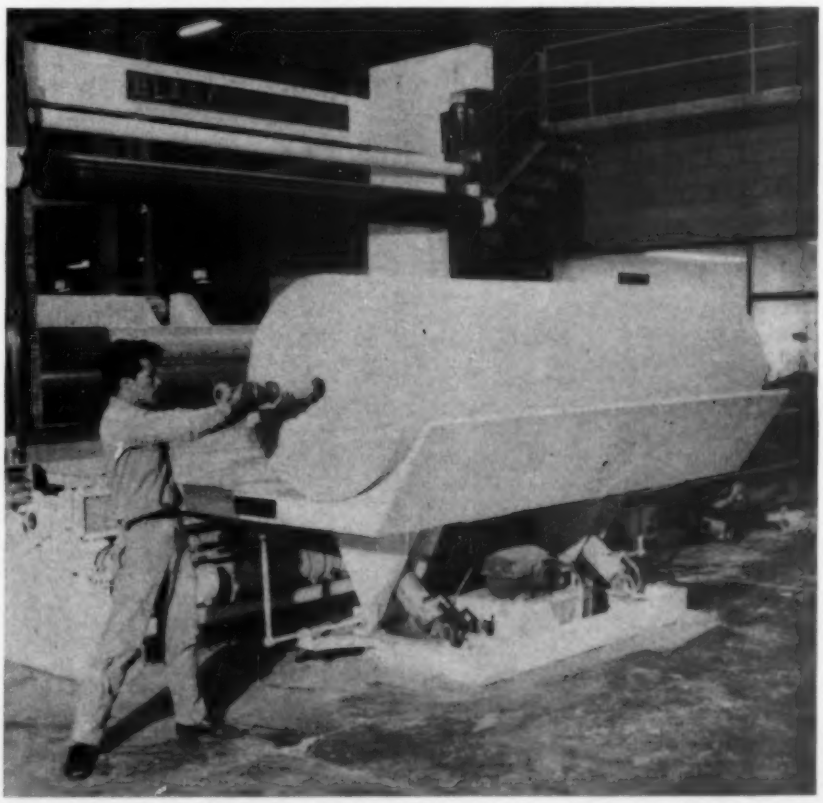
Steel scrap sales should remain high, despite several new sponge-iron projects. Demand is growing faster than the production of substitutes.

Imports of textile machinery should continue at a high level, as the government's program to re-equip and modernize the entire industry is carried out. Aggressive sales effort by U.S. industry could increase its share of this important market.

Government programs for improved transportation and communications indicate good prospects for sales in these areas.

There are numerous government projects underway in Mexico which, coupled with industrial expansion in the private sector, could spur the economy to new heights in 1968. However, procurement abroad may be tempered if the Administration determines it needs to curb imports in order to narrow the trade gap.

IN MEXICO, San Cristobal S.A. uses U.S. papermaking machine, from which operator removes roll core.



Yugoslavs achieving main goals of reform program, but at cost of slowdown in economic growth

Recognition that over-emphasis on restrictive policies could damage economy leads to renewed push for stronger growth rate

Yugoslavia managed to achieve the chief objectives of the new economic reform during 1967—market and price stability together with a strong dinar—but it did so at the expense of economic growth.

After a year of near-stagnation the emphasis in 1968 is on measures to stimulate growth—within the framework of stability, to be sure, but the accent is definitely on growth.

The market for modern industrial equipment in Yugoslavia is strong and growing. Equipment imports rose in 1967 despite a decline in overall investment. A 10% increase is planned in 1968, with new investment slated for modernization of existing plants rather than construction of new facilities. A further increase in the purchase of capital goods therefore seems virtually assured.

Acutely aware of past "investments in obsolescence," Yugoslavs recognize American leadership in the field of industrial technology and are seeking equipment and techniques which will enable them to produce competitively for the world market.

Special problems

Special problems exist in some areas where Yugoslavia has already built factories for the manufacture of capital goods, but these plants themselves are not producing the modern, efficient machines needed by Yugoslav industry. The difficulties some of these producers have had competing with imported equipment has contributed to Yugoslavia's industrial slow-down, and some protection for them is already being included in measures to re-stimulate growth.

Western suppliers of machinery are also confronted with the problem of Yugoslavia's trade deficit with the western industrialized countries, coupled with a growing surplus in clearing accounts with bilateral trading partners. Much as Yugoslavia needs equipment and techniques from the West, the desire for better balance in convertible and clearing accounts will continue to be a factor in her trade policy.

Yugoslavia's trade deficit grew in 1967, as exports failed to keep pace with a sharp rise in imports. While imports reached $1,708 billion, an increase of 8.3% from 1966, exports amounted to $1.253 billion, a disappointing 2.7% increase. The resulting trade deficit of $455 million represents a $100 million increase from 1966.

Invisible earnings (mainly from tourism, transportation and remittances from abroad) also increased, but their total, between $350 and $400 million according to preliminary figures, still left a balance of payments deficit of approximately $60-$100 million on current account.

West European suppliers took advantage of the increased availability of foreign exchange to raise their sales in Yugoslavia to $908 million—53% of Yugoslavia's total imports and a 46% increase from 1966. Yugoslavia exports to Western Europe of $559 million represented an increase of 9% over 1966 but still left a $349 million deficit in trade with this area. West Germany became Yugoslavia's principal supplier with sales of $286 million compared with Yugoslav exports of $96 million to Germany. A substantial part of Germany's exports to Yugoslavia consisted of industrial equipment sales financed with government support.

U.S. sales drop

U.S. sales fell 38% from $199 million to $124 million with the cessation of P.L. 480 sales and reduced wheat import needs. Yugoslav exports to the U.S. rose from $74 million to $80 million. Trade with the western industrialized countries rose to 57% of Yugoslavia's total.

Yugoslav imports of non-electrical machinery, agricultural equipment and other capital goods rose sharply, while foodstuffs and agricultural products declined. On the export side, agriculture again led Yugoslavia's industries with $248 million total—a 17% increase from 1966. Exports of capital goods dropped 21%; total industrial exports stagnated at $1.07 billion, 99.8% of the 1966 level.

Yugoslavia is seeking to improve its exporting position through talks with the West European EEC and EFTA organizations and their member countries and has raised with the countries of Eastern Europe the need for more satisfactory settlement of Yugoslavia's substantial outstanding surplus with the CEMA countries.

While the economic effects of the recent trade agreement among India, Yugoslavia and the UAR are not yet evident, this also represents an effort to improve Yugoslavia's trade position with the developing countries.

A new federal export credit fund is expected to bolster Yugoslavia's lagging equipment sales to the convertible currency areas and to developing countries as well. Established by the Federal Executive Council, it will have dinar funds of about $120 million and is to be managed by a board chaired by the Undersecretary of Foreign Trade and representing banks, industry, government and chambers of commerce. In addition, a

Import changes

Regulations affecting Yugoslav imports have been undergoing frequent changes, according to the accompanying Economic Trends Report from the U.S. Embassy in Belgrade. The reclassification of some goods under the foreign exchange regime now requires licenses for imports of all tractors, locomotives, rolling stock and aircraft. Previously these items could be purchased by any customer with adequate foreign exchange or credit resources.

On the other hand, the import of some rare gases, medical and prosthetic equipment, aluminum housewares and industrial alarm systems has been liberalized; the Yugoslav purchaser now can pay for them in dinars and his bank is obliged to remit hard currency.

Anther regulation requires industrial equipment purchases to be let out for bids with a minimum 90-day deadline. This rule opens a new range of possibilities to U.S. suppliers.

consortium of commercial banks is expected to establish a pool worth nearly $100 million to finance commercial exports.

New credit resources are also being made available to domestic producers, who have had difficulty competing in the domestic market with credit terms offered by foreign suppliers.

A new law providing for voluntary, and if necessary, compulsory coordination among the major Yugoslav traders in certain goods is aimed at preventing duplication of effort and "harmful" competition among Yugoslav traders. Industries that have been mentioned as appropriate for such agreements include iron and steel, nonferrous metallurgy, wood processing, food processing, petroleum, cement and other building materials, and agriculture.

Flexibility is key

In the light of Yugoslavia's industrial and trading problems, a flexible approach is required of suppliers wishing to take advantage of the country's urgent need for modern industrial equipment. Many large firms—including a growing number of American companies—are already profiting from unorthodox variations in their normal sales techniques.

Some suppliers have met Yugoslav limited availability of convertible currency by arranging to credit equipment sales against substantial purchases of food and agricultural produce. Others have taken advantage of Yugoslavia's trade surplus with clearing partners by offering products and equipment from their factories located in countries with which Yugoslavia has bilateral trade agreements. As mentioned above, the striking success of West European suppliers to the Yugoslavia in 1967 was closely related to the availability of substantial export credits.

Finally, joint manufacturing arrangements under which the Yugoslavs can meet their needs for equipment and at the same time develop their own production capabilities will provide an almost irrestible competitive advantage to foreign firms in a position to enter such an arrangement. Yugoslavia's foreign capital investment legislation now offers the possibility of participating in the direction and of sharing the profits of such an enterprise.

In July 1967 laws were passed enabling a foreign investor to provide up to 49% of the capital in a joint venture with a Yugoslav enterprise in return for participation in the management and a share in the profits of the joint undertaking. As of March, no such agreements had taken effect, although two had reportedly been submitted to the Federal Secretariat for the Economy (where the application must be approved or denied within 60 days) for registration. Other agreements are reportedly on the brink of signature, and several proposals are being discussed between the prospective parties.

The results of pressures exerted by the economic reform's credit squeeze and liberalization of many imports to force problem enterprises toward efficient and more marketable production have been slower in coming than had been hoped.

Factory inventories, particularly of consumer goods, continue to grow, with the year-end level 22% above that of a year ago. In some industries the problem of expanding inventories coincides with increased production, indicating that these enterprises may not yet have faced the problem of orienting their production to market needs. Insufficient liquidity has also stifled some efficient as well as inefficient operations. Official measures expected to provide some relief, while still keeping the pressure on Yugoslav industry to produce more marketable goods, include a credit fund for exporting manufacturers and new resources enabling domestic firms to offer credit terms competitive with foreign suppliers.

Several enterprises are looking for mergers or close associations with other firms for more efficient use of resources and higher quality large-scale production. Thus the six largest shipyards in Yugoslavia have merged to form a single enterprise, and two leading agricultural producing combines, *Belje* and *Osijek* have merged (with a similar merger rumored in the Belgrade area).

A trading firm with world-wide interests, PROGRES, is merging with a leading tourist agency, *Generalturist*, and a merger between two major electronics producers, *E. I. Nis* and *Rudi Cajavec* is under negotiation.

Numerous associations have been formed to rationalize production in the steel, auto components, rubber and other industries, and some observers already look for a single Yugoslav oil company to emerge (after a few years) from the rivalry between INA, the Croatian oil

AT TOUREX/67 EXHIBITION in Belgrade last fall, U.S. firms made immediate sales over $500,000.

Pace of liberalization

The Yugoslav import liberalization which began Jan. 1, 1967, was expected to affect some 59% of Yugoslavia's imports by the end of 1967. However, the volume of imports in liberalized categories in 1967 exceeded expectations and officials say it nearly reached 70%, the target for the end of 1968.

In the light of this situation, a schedule of foreign exchange category changes was published in January which tightened foreign currency controls on some 10% of items in the Yugoslav tariff schedule. Further liberalizations are expected to proceed more slowly, in step with increases in Yugoslavia's foreign exchange earnings.

Customs duties have also been raised on 20 groups of imported items. Most of the increases range from 2 to 20% and are aimed at providing increased protection for domestic producers.

For 1968 economic growth

With the growing realization that present restrictive measures and stagnation of growth could damage the Yugoslav economy if allowed to continue too long, government action to promote economic growth in 1968 can be expected along the following lines:

► Restrictions on investment will be eased to encourage an annual controlled rise of about 10%.

► Projects which had been delayed with the 1964-65 crackdown on investment have been resumed, with federal financing.

► The Belgrade-Bar Railway and the Djerdap (Iron Gates) hydro-electric plant are now moving toward completion in 1972, the Adriatic Highway is being linked with the road to Skopje and Greece, and civil work has begun on the Titograd aluminum complex.

► The reserve requirements of the business banks will be lowered to permit increased crediting of equipment sales domestically and for export.

► The law on enterprises has been amended to give higher priority to settling debts between enterprises, and a clearing facility is to be established for this purpose. This measure is aimed at preventing less efficient debtor enterprises from pushing off their financial problems onto their more efficient creditors by paying their bills late.

giant, and its chief competitor, the *Petrolunion Association* of Belgrade.

Deliberate deflationary policies, caused total money in circulation, which had been growing steadily even after the reform began to fall 1.7% in 1967. Capital investment, also steadily limited, was down 6% from 1966 in nominal values; real investment declined 13%.

Public expenditures will continue to be restrained in order to leave more resources with the enterprises. A balanced federal budget has been voted, since deficit spending is not used as a conscious instrument to stimulate the economy.

Communications problem

Yugoslavs agree that the possibilities under the new legislation allowing foreign investors to own up to 49% of joint ventures have not been adequately explained abroad.

Many key factors in a would-be investment are not specified in the law but are left to the parties to determine by contract (such as duration of the agreement, determination and distribution of profits, scope and competence of the joint management authority, and other key elements). While the absence of legislative or regulatory provisions offers wide latitude to write mutually advantageous conditions into the contract, businessmen are proceeding cautiously until others have shown the way.

Tax incentives have been offered to foreign and domestic investors in the less developed regions of Yugoslavia, new possibilities will be explored to remove obstacles to the more rapid circulation of money and the establishment of an investment market, and ways will be sought to provide more incentives for integration of enterprises to increase their output and efficiency.

As industrial growth gradually slowed down after mid-1965, employment also stagnated; the present level of employment is 1% lower than in 1964.

Yugoslav agriculture scored significant gains in 1967 and enjoyed a second successful year, although total production lagged some 4% behind the all-time record levels of 1966.

A Yugoslav purchasing mission bought substantial quantities of American hybrid seed corn, and expanded acreage is expected to provide a base for continued expansion of corn production and exports.

The wheat harvest of 4.8 million tons was an all-time record, permitting a major reduction of wheat imports. Two million hectares have been sown in wheat for 1968, and weather conditions have been relatively good thus far. Under good growing conditions the Yugoslavs have now attained the goal of wheat self-sufficiency on a tonnage basis; it remains to be seen to what extent they will import hard wheat to maintain the quality of their bread.

With gross earnings officially estimated at $190 million in 1967, the Yugoslav tourist industry again demonstrated its strength as a source of vital foreign exchange. Hotel, catering and other tourist enterprises, many of which are allowed to use up to 60% of their foreign exchange earnings to purchase foreign equipment, are a good market for climate control, hotel maintenance and electrical machinery, laundry and dry-cleaning, recreation, food preparation and food serving equipment.

Tourist industry leaders from throughout Yugoslavia and many neighboring countries turned out in force for the U.S. "TOUREX '67" exhibition held in Belgrade in September and October, where American equipment in these categories was exhibited. Air-conditioning was the most attractive product category of the show, from which sales of $2.6 million are seen in the next 12 months.

Several Yugoslav missions visited the United States in 1967 and more are planned for 1968; their interests include seeds, growing techniques, and complete lines of equipment for cultivating, raising and harvesting corn, small grains, fruits and vegetables, as well as processing and packing plants, equipment and techniques relating to the food marketing and distribution network.

Many American and other suppliers of these types of equipment are already making major sales efforts in the Yugoslav market; several producers will show large tractors and other new equipment for the first time in this part of the world at the Novi Sad Agricultural Fair in May.

Other industries are also planning major purchases for the near future: nonferrous metals (flotation and ore-crushing plants), transportation, electronics, building, road and railroad construction.

Consumer goods imports increased strongly last year. In this area too, however, Yugoslavs see a need to furnish some protection for established Yugoslav producers. Partly for this reason and partly due to comparative cost advantages, 1967 saw the beginning of licensed manufacture of additional western products in Yugoslavia.

Copies of the foregoing Economic Trends Report on Yugoslavia, from the U.S. Embassy in Belgrade, and of the following one from the U.S. Embassy in Nairobi, Kenya, are available from the Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. Price $1.50. Order by number: Yugoslavia, DIB 68-04-264, and Kenya, DIB 68-03-004.

Kenya progresses in diversification of crops, industrial expansion, financing, regional cooperation

Though economy faces some challenges in coming months, long-range potential is impressive; U.S. fourth supplier

Since independence in Dec. 1963, Kenya has enjoyed a healthy economic growth rate of about 6% a year in current prices. Gross domestic product (GDP) in 1967 provisionally was estimated at $1.17 billion, or about $108 per capita.

The rate of growth slowed down slightly in 1967, but the country continued to make steady progress in diversification of agriculture, industrial expansion, tourist development, financial self-reliance, and regional cooperation.

With continued political stability and good harvests, Kenya should achieve many of the goals of its current Development Plan, despite probable shortfalls in agricultural export earnings and wage employment levels.

Development plan

The Development Plan (1966-70) is ambitious, with priorities in the right places. Major effort is being focused on infrastructure, agriculture, education and training, while the development of commerce and industry is being left primarily to private initiative and investment. The Plan calls for a total investment of $910 million, of which 56% is expected to come from private interests.

For its share of the development burden, the Government is acquiring substantial funds from foreign sources. To date the country has an enviable record of attracting foreign private investment and governmental aid, particularly from the United Kingdom, World Bank, North America and Western Europe.

A great deal of the attraction lies in Kenya's reputation for fiscal responsibility and restraint. The Government intends to raise revenue from local sources to the fullest extent possible. Revenue from taxation has, in fact, risen by 53% since independence.

Currently, 40% of development funds are being raised locally, and the Government hopes to increase this figure to 50% by 1970, by keeping a tight reign on recurrent expenditures.

Restraint in the treatment of civil service salaries has acted as an effective brake against inflation. Wages in the private sector and consumer prices have consequently shown only modest increases.

In its international dealings, the Government has contracted its debts with prudence and has never failed to meet an obligation on time. The confidence engendered by these policies has had concrete expression: gross capital formation in 1966 was 42% higher than in 1965, reaching $143 million or 17% of monetary gross domestic product (GDP). It is estimated that capital formation, mainly in the private sector, rose by another 30% to $182 million in 1967.

Though Kenya's long-range development potential remains impressive, the economy faces several challenges in the coming months, which will subject its resiliency to stern tests.

Coffee, the country's prime earner of foreign exchange, is headed for a very bad year due to inroads of coffee berry disease. Balance of payments difficulties may emerge as a result of the drop in coffee production and the adverse effects of sterling devaluation.

The new East African Community holds great promise for the future, but Kenya's trade with Tanzania and Uganda will probably suffer in the short-run. An accelerated Africanization program in the private sector may cause additional stresses and strains in the economy.

Agriculture is the mainstay of the economy, accounting for approximately 35% of GDP. In recent years this sector has made impressive progress along three lines. Overall agricultural production reached new heights in both 1966 and 1967.

Fortunately the country is not a one-crop economy and is experiencing considerable success in encouraging ever greater diversification, particularly in tea, corn, wheat, sugar and horticultural crops. There is also a lively expansion in the nation's dairy and meat industries.

Of great long-run importance is the rise of the small-scale African farmer. In contrast to the 1950's when large European farms contributed 80% of marketed output, the small-farm sector received 43% of gross farm revenue in 1967.

On top of the predicted drop in coffee receipts, the value of exports of all crops is expected to decline as a result of the decision not to devalue. Estimates of the loss in agricultural export earnings run as high as $14 million a year. Tea will face increased competition from Ceylon, which devalued by 20%. Sales of sisal and pyrethrum will continue to sag. Likewise, exports of horticultural and meat products will drop unless new markets are found quickly.

Manufacturing has grown at a rate of over 11% a year since 1963 and is in the process of steady expansion and diversification. This small but growing industrial base contributes 14% of monetary GDP. Industrial development in Kenya has been

Chances for U.S. suppliers

More than ever before, it is important for the U.S. exporter to familiarize himself with the East African market and choose an aggressive local agent who can provide both service and spare parts, the accompanying Economic Trends Report from the U.S. Embassy in Nairobi points out. Many firms have found a resident American representative to be an even better alternative.

The following product categories offer most promise for U.S. exporters at present: industrial machinery, transport equipment, road-building and other construction equipment, building supplies, and agricultural implements and chemicals.

Trade opportunities in specific items include industrial adhesives, ladders, lingerie, casters, toys, shirts, luggage, carpets and rugs, greeting cards, security padlocks, caustic soda, canned fish, upholstery springs, scissors and shears, vacuum flasks, watch bands, domestic aluminumware, cotton thread, dry mounting presses, vinyl coated fabrics, magnetic recording tapes, fatty acids, tallow, food colorings and essences.

AGRICULTURAL DEVELOPMENT spurs need for roads. Above, earthmovers at work near Mt. Kenya.

encouraged largely by the country's favored position within the de facto common market operative in East Africa for many years.

In the last two years, industry has also benefited from an increase in the availability of local credit and from relative quiet on the labor scene.

Sterling devaluation leaves Kenyan industries open to the threat of increased competition from the U.K. and other devaluing countries. The remedy would seem to be additional protection for those manufacturers whose competitive position would otherwise be seriously undermined. It is probable that the three East African countries will seek agreement in the near future on specific increases in their common external tariffs.

It is conceivable that Kenya will run into balance of payments difficulties of its own in 1968. Kenya's overseas visible trade balance is steadily deteriorating, with the 1967 deficit probably reaching a new high. Figures for the first nine months of 1967 reveal that imports were $11.2 million higher and exports $12.6 million lower, compared to the same period in 1966.

Imports rose mainly as a result of increased government purchases of capital goods, while decreased exports reflect the effects of the Suez Canal closure and a drop in tea production. At the same time, Kenya's partially offsetting surplus in intra-East African trade was undoubtedly lower in 1967 than in 1966 due to increased quantitative restrictions imposed by Tanzania and Uganda. But, as in the past, Kenya probably experienced a slight balance of payments surplus in 1967.

May tip balance

This year may tip the balance the other way. Cheaper prices on goods from devaluing countries could reduce the value of imports by $5.5 to $8.5 million, but increasing demand for capital goods might still push the 1968 import bill higher than 1967's. Exports most assuredly will fall, due to troubles in agriculture.

Kenya's East African surplus may be further reduced due to the imposition of transfer taxes under the new East African Community.

After almost two years of careful study and negotiation, the new East African Community came into being on Dec. 1, 1967. The three East African countries had inherited a de facto common market from the period of British rule. Comprising this arrangement were various common services best handled on a regional basis, a common East African currency, and a customs union with no restrictions in intra-East African trade.

After independence, Tanzania and Uganda took the position that Kenya was receiving disproportionate benefits from the operation of the common market, particularly in terms of industrial development. Economic nationalism prevailed and the trend toward disintegration began.

In 1965 Tanzania and Uganda introduced trade restrictions on certain Kenyan products. A year later the three countries set up separate currencies and central banks. Early in 1967 Tanzania abruptly nationalized key segments of its economy and imposed exchange controls against Kenya and Uganda.

The overall effect of this series of actions was to make intra-East Africa trade more difficult and to inhibit foreign investment in the area.

The new Community is designed to halt the drift apart, to promote more balanced industrial development, and to preserve a unified market of 30 million people. The Treaty for East African Cooperation of June 1967, which established the Community, legalizes most of the arrangements of the de facto common market: a common external tariff; no internal tariffs (except for the transfer tax system) on manufactured goods; and harmonization of monetary and fiscal policies.

The common services, previously headquartered in Nairobi, have been reorganized and their headquarters decentralized to spread the economic benefits more evenly among the three countries. Administrative machinery to supervise the functioning of the common market is being set up in Arusha, Tanzania.

The most important part of the Treaty contains two innovations to promote more balanced industrial development:

- Transfer tax: A partner state, which is in deficit in total trade in manufactured goods with another partner state, may impose a transfer tax on certain manufactured goods originating in the other state to protect its infant industries. The tax may not be more than 50% of the external tariff on such goods. As the protected industries grow and exports reach certain levels, there are provisions for revoking the transfer taxes;
- An East African Development Bank is to be established to promote industrial development. The initial capital is to be $28 million with each partner state contributing $5.6 million and the remainder to be acquired from other sources. To the extent feasible, the Bank will invest 38¾ % of its funds in Tanzania, a like amount in Uganda, and 22½ % in Kenya.

Kenya expects to gain from the Community in the long run, but the immediate outlook points to a further reduction in its intra-East Africa trade surplus, due to the imposition of transfer taxes by Tanzania and Uganda. Kenya is not permit-

Interest in economic union broadens

In a continent where the specter of Balkanization is ever-present, the East African Community is of major importance and great potential significance. Its creation demanded a rare degree of statesmanship, a high level of mutual respect and confidence, and a willingness to sacrifice narrow national interests for the common good, the accompanying report points out.

The Community may form the core of an extended economic union in Eastern and Central Africa. Zambia, Ethiopia, and Somalia have already made formal application for some form of membership in the Community, while the Congo (Kinshasa), Burundi and Mauritius have indicated serious interest in association.

ted to impose transfer taxes against her deficit partners.

Despite the genuine commitment of the three governments to regional cooperation, the success of the Community is not assured. Only time will tell whether the measures to promote more balanced industrial development have sufficient "bite". If the gap in industrial development between Kenya and its partner is not reduced, the Community may not survive.

Africanization accelerates

The major problem facing the Government is how to achieve optimum utilization of manpower resources in the development process and simultaneously effect a more equitable distribution of the fruits of economic growth.

Under this heading fall the country's most critical problems: unemployment and underemployment among unskilled workers, coupled with a shortfall in skilled manpower; a rate of population growth estimated at 3% per year; a widening gap in incomes between "have" and "have not" Africans and urban/rural areas; and growing pressures for "Africanization" in commerce and industry.

Faced with the widening gap in incomes, the Government has treated civil service salaries with restraint and will probably introduce a national incomes policy. And, of utmost importance, the Government has begun to accelerate its Africanization program.

In the last ten months numerous far-reaching measures have been adopted. On Dec. 1, a new Immigration Act came into force, which will require all non-citizens to apply for entry permits to work in Kenya. All existing residence permits will be reviewed, and a non-citizen will be given a new permit only if there is no qualified citizen available to undertake the proposed employment.

Enforcement of this legislation is expected to open to Africans many of the jobs in the commercial sector presently held by Asian residents. The Government has acknowledged, however, that expatriate managerial and technical skills will be required for some years to come.

The United States ranks fourth as a supplier to Kenya, after the United Kingdom, West Germany and Iran. Until the British devalued the pound sterling, the prospects for increasing U.S. exports to Kenya appeared to be relatively good. Imports of U.S. goods had risen from $13.5 million in 1963 to $31.6 million in 1966.

A continuation of this trend seemed quite possible, given Kenya's liberal, nondiscriminatory trade policy, the growing demand for capital goods in the development process, and the higher cost of importing European products due to the Suez Canal closure.

The main obstacle facing U.S. exporters has been Kenya's reliance on European sources of supply and the United Kingdom in particular. Sterling devaluation has obviously further enhanced the British competitive position. Unless cost increases in the U.K. wipe out the devaluation gains or price reductions are not passed on to the local consumer, the propensity to import from devaluing countries will increase.

Construction, tourism spurt

The construction and tourist industries continue to be the fastest growing sectors of Kenya's economy. The construction industry has completely recovered after deep stagnation in 1963-65. The industry's rising costs and inadequate capacity are causing concern, but as yet have not held back any major capital development projects.

Kenya has experienced a spectacular rise in tourism in recent years. In 1966, Kenya had almost 107,000 visitors, an increase of 31% over 1965. The first nine months of 1967 saw a further increase of 12% in the number of tourists compared to the same period in 1966. With coffee in difficulty, tourism should emerge this year as the prime earner of foreign exchange.

Investment opportunities

Kenya's enlightened leadership, political stability and economic progress have attracted the growing interest of American businessmen. The number of U.S. firms with direct representation in Kenya has risen from 22 in 1962 to no less than 71 in 1967. Total U.S. private investment, direct and indirect, may well have climbed over the $100 million mark.

The Government continues to encourage foreign investment with an approach that is completely pragmatic. Any proposed enterprise is granted approved status if it is considered to be consistent with the goals of the Development Plan.

The Government has rejected nationalization as a tool of economic policy and affirmed its commitment to the concept of a mixed economy: a private enterprise base, subject to governmental regulation and planning.

There is an Investment Guarantee Agreement between the U.S. and Kenya and the country's legislation affords the rights of accelerated depreciation and full repatriation of profit and capital. AID investment guarantees to date total $24 million.

There are two governmental organs for encouraging and regulating industrial and commercial development. One is the Development Finance Company of Kenya Limited (DFCK), which provides financial assistance to commercially viable projects through loans or equity investments in joint ventures.

The other is the Industrial and Commercial Development Corporation (ICDC). While its function and methods are similar to those of the DFCK, the ICDC participates in enterprises with a higher degree of risk. Several blue chip U.S. firms have gone into joint ventures with DFCK and ICDC.

U.S. firms located in Kenya are presently engaged in the following fields:

Manufacturing/assembly—batteries, soap and detergents, bottle-tops, tire retreading, food canning, petroleum refining, soft-drink bottling, farm machinery assembly, and sewing machine assembly;

Sales—drugs, pharmaceuticals, chemicals, construction and earth-moving equipment, air conditioners, tires, automotive vehicles, electrical equipment, office machines, data processing equipment, construction materials, radios, refrigerators, photographic equipment, aircraft, and irrigation equipment;

Services—insurance, banking, hotels, airlines, freight forwarding, shipping, advertising, charter air services, and economic consultants and engineers.

The coming into force of the treaty for East African Cooperation should further enhance the area's appeal to the foreign investor. A potential investor would be wise, however, to explore what effects, if any, the new transfer tax system and Kenya's accelerated Africanization program might have on the proposed enterprise. In analyzing the East African scene, he should also keep in mind that, if Kenya continues to get an "inordinate" share of foreign investment, the East African Community may eventually collapse.

The U.S. Department of Commerce has made it clear that the needs of developing countries will be given every consideration in the application of the new restrictive measures to improve the U.S. balance of payments. A well-documented case that a proposed investment would contribute significantly to the economic development of East Africa has a good chance to gain approval.

U.S. SPECIALTY TOOLS are in demand for making Swiss precision products. Above, a honing machine produced by the Sunnen Products Co., St. Louis, Mo., in use in Switzerland.

Swiss economy should improve on modest 1967 growth rate

Despite slip in U.S. share of import market last year, business inquiries and Swiss preference for quality point to openings

By MALCOLM LAWRENCE
Commercial Attache,
U.S. Embassy, Berne

For 1968, the Swiss economy can be expected to better the modest growth rate achieved during 1967, when the gross national product in real terms rose by less than 2%.

Signs point to stronger consumer demand, growth in exports, and—with the economy facing its fifth straight year of tight labor market conditions—a further modernization of production processes. Such conditions would generate a rising level of imports.

Swiss foreign trade was up during 1967, for both imports and exports, but the gains were below those registered in 1966. Exports, at $3,527 million, were 6.8% above the 1966 value; the 1966 gain was 10.4%.

The value of sales to West Germany, Switzerland's largest foreign market, decreased slightly for the second year in a row. With the recovery of the German economy, the 1968 prospects for Swiss exports are bright.

Swiss imports were $4,136 million in 1967, 4.6% above 1966, compared with a 6.8% increase in 1966 over 1965. Of the $182 million increase in 1967, imports of consumer goods accounted for 60%, raw materials and semi-finished products 27%, energy 10%, and capital goods only 3%.

West Germany, France, and Italy remained as the three top suppliers to the Swiss market, providing as in past years more than one-half of total Swiss imports.

For the three-year period 1963-65, the U.S. share of Swiss imports averaged 8.6%. It rose to 9% in 1966, with sales of $357 million. For 1967, Swiss purchases from the U.S. dropped slightly in both value and share—$346 million at 8.4%. Data for major product areas supplied by U.S. exporters in 1967 (in millions of dollars with percentage of total Swiss imports of each commodity in parentheses) are: raw materials and semi-finished products, $163.7 (8.8%); energy, $3.7 (1.5%); capital goods, $108.1 (15.8%); consumer goods, $70.5 (5.2%).

The leading product categories were civil aircraft and parts ($27 million), electronic tubes ($18.4 million), silver ($17.6 million), tobacco ($16.8 million), passenger cars ($13 million), communications equipment ($12 million), business machinery and equipment ($10.2 million), grains ($9.3 million), photographic film and plates ($9 million), electronic measuring and control equipment ($8.7 million), cotton ($5.7 million), and construction equipment ($5.5 million), which together accounted for one-half of U.S. sales to Switzerland in 1967.

Increases were recorded for most of the categories over the 1966 values. Declines occurred in grains primarily because of price competition; in electronic measuring and control equipment, as 1966 deliveries from the U.S.—largely for Mirage aircraft—were abnormally high; and in construction equipment, a reflection of the slow progress in the Swiss construction industry following the building boom of the early 1960's.

With the expected improvement in Swiss economic conditions in 1968, U.S. exporters can look to improving their position on the Swiss market. The prospects are strongest for capital equipment, as Swiss industry is destined to move more toward modernization.

The growth in consumer demand is also clear, and opportunities exist for U.S. manufacturers of items which can compete on a price and quality basis.

In recent months, U.S. Commercial Officers in Switzerland have received inquiries from Swiss importers, distributors, and manufacturers for a broad range of products, including chemicals for the paper, paint and textile industries; specialty machine tools; machinery and equipment for the processing industries (food, beverage, chemicals, plastics); refrigeration and air conditioning equipment for commercial and industrial applications; industrial electronic components and accessories; materials handling equipment; assembly line and automatic transfer equipment.

Consumer items in demand include foodstuffs (packaged foods and fresh fruits and vegetables out of season); paper dresses; sports footwear; power hand tools and do-it-yourself items; automotive accessories; and sporting and athletic goods including pleasure boats and accessories, swimming pools, water sports equipment, and winter sports equipment.

Switzerland has become the showcase of Europe through the staging of international trade exhibitions, and an increasing number of U.S. firms are taking advantage of this excellent method of bringing their products to the attention of Swiss and other European buyers.

The following specialized exhibitions, all with international participation, are

scheduled to be held at the Swiss Industries Fair in Basel:

Sept. 1-3: INTERFEREX 68—Fifth International Fair for Hardware, Tools and Household Goods;

Sept. 9-14: ILMAC 68—Fourth International Exhibition of Laboratory, Chemical Engineering, Measurements, and Automation Techniques in Chemistry;

Sept. 28-Oct. 6: HOLZ 68—Sixth International Wood Machinery Fair;

Mar 4-8, 1969: INEL 69—Fourth International Exhibition of Industrial Electronics;

May 29-June 4, 1969: Pro Aqua—Fourth International Fair on Waste and Water Treatment;

Oct. 6-11, 1969: NUCLEX 69—Second Int'l Nuclear Industries Fair;

Nov. 1969: IGEHO 69—Third International Hotel and Catering Exhibition.

For information on these exhibitions, **write** to Swiss Industries Fair, 4000 Basel 21.

Two other exhibitions are sceduled to take place in the Zuespa Halls in Zurich:

Oct. 31-Nov. 5: Third Hydraulics and Pneumatics Equipment Exhibition. **Write** to ZUESPA, Stadthof 11, Thurgauerstrasse 7, 8050 Zurich;

Jan. 30-Feb. 4, 1969: MICROTECNIC 69—Second International Trade Fair for High Precision Techniques and Metrology. **Write** to Agifa Ltd., Universitatsstrasse 120, 8033 Zurich.

In selling the Swiss market, it should be borne in mind that price is, of course, an important factor, but the Swiss attach great importance to quality of workmanship and durability. In view of its unique product acceptance standards, Switzerland is an excellent market for testing.

New income study documents importance of industrial triangle to Italy's economy

More than third of country's net national income in 1966 originated in Triangle's three regions, Union of Italian Chambers finds

The strong concentration of Italian industry and purchasing power in the three Regions comprising the Industrial Triangle—Lombardy, Piedmont and Liguria—is highlighted in a recent study of national income distribution by the Union of Italian Chambers of Commerce.

The study shows that $17.6 billion, or over a third of the country's net national income at factor costs in 1966 originated in the three regions. Commenting in the Italian newspaper *Il Sole/24 Ore*, Dr. Guglielmo Tagliacarne, director of the study, states that while this concentration has declined very slightly in recent years (from 37.3% in 1963 to 36.6% in 1966), it has been remarkably stable at around 37% during the 15 year period, 1951-66.

If the industrial sector alone is considered, the concentration is even more pronounced. In 1966, 52% of the national income generated in the industrial sector originated in the Industrial Triangle.

In terms of income use, the study shows that 64% of total income in the Industrial Triangle went into consumption (public and private) and 18.4% in investment within that area in 1966, leaving a surplus of 17.6% for destinations outside the area. Dr. Tagliacarne concluded that most of the surplus went into investment in the South.

According to his study, 98% of the income produced in the South went into consumption; while total consumption and investment in that area exceeded local income generated by 20.4%.

The three Regions account for one-fourth of Italy's population and about one-sixth of its area.

Commerce ends ex-quota copper export licensing

The U.S. Department of Commerce terminated on Apr. 15 its temporary program of export licensing on an ex-quota basis of copper raw materials, including copper bearing scrap, that could not be processed in the U.S. due to strike.

Last August the Department authorized the export of previously embargoed ores and concentrates due to the non-availability of custom smelting facilities closed as a result of the industry-wide strike. In November, the Department similarly authorized the export licensing of copper-bearing scrap without charge against the established copper scrap quota.

Because the smelting and refining segments of the copper industry are now back in operation, the temporary regulations are no longer necessary.

Export license applications postmarked no later than Apr. 15, are being considered, subject to the terms and conditions of the temporary regulations.

Sicily development plan offers potential for U.S. exporters

The American Consulate General in Palermo reports that the earthquakes that struck Sicily last January may be serving as a catalyst which will hasten the long-term economic development of the island.

Both the Government in Rome and the Sicilian authorities have stepped up development plans on an extensive scale. About $500 million has been appropriated by the national and regional governments for relief of the disaster victims, for reconstruction in the devastated areas, and for the stimulation of the Sicilian economy.

Programs are being drawn up for new agricultural and industrial projects in the affected provinces of Trapani, Agrigento and Palermo. Among the specific projects being planned are: development of mineral resources, particularly rock and potassium salts; construction of a sulphur dioxide plant; expanded cement production; a new highway from Punta Raisi to Mazara; and a plant to assemble 30,000 Fiat cars annually at Termini Imerese.

Additional projects being planned or considered are: sulphuric and phosphoric acid and potassium sulphate plants; acrylic fiber and knitwear factories; a water desalination plant; development of silicon sand deposits to produce industrial glass; and an oil refinery at Termini Imerese.

The Sicilian Provincial Development Plan has also been given a new impetus as a result of the earthquake disaster. It is reported that the Plan will provide 34,000 non-agricultural jobs by 1970. The Plan calls for an industrial investment program amounting to $1.3 billion in both the public and private sectors, as well as additional investment of about $1.9 billion in schools, homes, hospitals and public works, and $19 million for tourism.

The Consulate General reports that prospects for U.S. firms to participate in Sicily's expansion program appear good, although specific opportunities will depend of course on the implementation of each project. U.S. firms should be particularly alert to possibilities in construction equipment, building materials, agricultural equipment, chemicals and water desalination. The Consulate General recommends the appointment of Sicilian agents as the best way to fully exploit these opportunities.

Foreign trade zone proposed for N.J.; May 15 hearing due

Prospective speakers must file request to present views by May 8

A new foreign-trade zone at Bayonne, New Jersey has been proposed in an application submitted to the Foreign-Trade Zones Board.

The proposed zone site consists of approximately 10.3 acres of useable land and approximately 3.2 acres of submerged land available for development; it is located in the City of Bayonne on the waterfront adjacent to Constable Hook Reach of Kill Van Kull. Physical facilities of the proposed zone include a warehouse building containing 10,000 sq. ft. of covered floorspace and liquid storage tanks with a capacity of four million gallons.

The application was filed under the Foreign-Trade Zones Act by New Jersey Foreign-Trade Zone, a private corporation incorporated in the State of New Jersey. The Board, consisting of the Secretaries of Commerce, Treasury, and Army, is authorized by this Act to give public and private corporations permission to establish, operate, and maintain foreign-trade zones in ports of entry of the United States.

Foreign-trade zones are currently in operation in New York City, New Orleans, San Francisco, Seattle, Toledo, Honolulu, and Mayaguez, Puerto Rico. They are areas within which United States customs laws governing the entry of admissible goods and payment of duty are not applicable. Domestic as well as foreign merchandise may be brought to a zone and stored for indefinite periods, displayed, broken down or repackaged, and used in processing and manufacturing.

Foreign merchandise is subject to customs laws relating to imports when transferred from a zone into the United States for consumption, but not if reshipped abroad.

An Examiners Committee has been appointed by the Executive Secretary of the Board to investigate the application and report to the Board. A public hearing on the application will be held by the Examiners Committee beginning at 10 a.m., Wednesday, May 15, third floor of the U. S. Courthouse and Post Office, Walnut and Franklin St., Newark, N. J.

The purposes of the hearing are to inform interested parties concerning this application, to afford them an opportunity to express their views, and to obtain useful information for the Examiners Committee.

Interested parties or their representatives may speak at the hearing; however, for the accuracy of the record and to facilitate proceedings, they should file a written request to speak by May 8, and provide a written summary of views regarding the application. Requests to be heard and written summaries should be directed to the Chairman of the Examiners Committee, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C. 20230.

A copy of the application and accompanying exhibits is available for public examination at each of the following locations:

- Office of the Director, Merchandise Control Division, U.S. Customs Region II, U.S. Customshouse, Room 114, Bowling Green, New York, N.Y.;
- Office of the Division Director, U.S. Customs, Building 263, Distribution and Marlin Sts., Port Newark, N.J.;
- Office of the Director, U.S. Department of Commerce Field Office, Room 6100, Empire State Building, 350 Fifth Ave., New York, N. Y.;
- Office of the Executive Secretary, Foreign-Trade Zones Board, Room 6827, Main Commerce Building, 14th St. & Constitution Ave., Washington, D.C.

Michigan group meets on investing in British Honduras

About 60 members of the Michigan Partners of the Alliance for Progress met in Belize with businessmen and government officials of British Honduras, their partner country. Another 15 businessmen from other parts of the United States also attended the conference on the investment of opportunities and development needs of British Honduras.

The conferees heard speeches by key business and government leaders, and split into subcommittees for the presentation and discussion of investment projects in the fields of tourism, light industry, livestock, agricultural crops, land and timber, housing and construction, and agricultural credits. Considerable interest was shown by potential investors in tourist, livestock and off-shore fishing projects.

In addition, local businessmen agreed to submit detailed investment opportunities for a wide number of ventures including an animal feed plant, a poultry farm, paint, fertilizer, cosmetic, pharmaceutical, upholstery, plastics, paint, nail and fiber products, and safety match manufacturing plants, plus factories for women's and children's garments, pineapple canning and wet cell batteries. These investment opportunities will be published in INTERNATIONAL COMMERCE as they become available.

The conference also provided an opportunity for the local tourist industry to organize itself fully, in order to give many Americans an extensive knowledge of the country. All hotels and tourist facilities were occupied for several days. Both British Honduras and Michigan gave the proceedings wide press and radio coverage.

Ghana's first tire plant to use U.S. machines, equipment

Eximbank credit will assist Firestone Ghana, Ltd., factory

The Export-Import Bank has authorized a $2.8 million credit to help finance the purchase of American machinery, equipment, and services needed to establish Ghana's first tire factory. The total cost of the new plant will be some $9.5 million equivalent, of which American purchases will be $3.2 million.

When completed, the new plant will produce enough tires to meet over half of the local demand for replacement tires. At the present time Ghana is spending foreign exchange for the import of 170,000 tires annually, mainly from Europe.

The new firm will be called Firestone Ghana Limited, and is owned 14% by

the Ghanaian Government and 60% by Firestone Tire and Rubber Company of Akron, O. The factory will be located at Bonsaso in Ghana's Western Region and will use Ghanaian rubber.

As a part of its development program in Ghana, Firestone will provide technical and managerial training for Ghanaian nationals. This training will take place in both Ghana and the United States. The Eximbank credit is to be repaid in eight semiannual installments beginning in 1970, with interest on outstanding balances at the annual rate of six percent.

The new credit brings to over $135 million the total amount authorized by Eximbank to finance Ghanaian purchases of American goods and services. Of this total, $118 million has been authorized for use by the Volta Aluminum Company Limited, and $10 million for the Volta River Authority.

Brazil steel plant, continent's largest, has Alliance loan

Companhia Siderurgica Nacional (CSN), the largest steel producer in South America, has signed an agreement with the Export-Import Bank establishing a $30 million Alliance for Progress credit to finance the purchase of U.S. equipment and related services.

It will aid a modernization project to improve CSN's finishing facilities and enable it to produce higher quality products for Brazil's domestic market. The project will be completed in 1970 at an estimated total cost of $57 million.

Established in 1940, CSN began production in 1946 at its mill located at Volta Redonda, in the State of Rio de Janeiro, Brazil. Since 1940, Eximbank has now extended five credits totalling $141 million to finance sales of U.S. equipment for the Volta Redonda plant. In addition, the Brazilian firm has purchased with its own funds about $300 million of U.S. materials, supplies and spare parts.

CSN, an integrated producer, accounts for the majority of Brazil's output of cold rolled coils and sheet and its entire production of galvanized sheet, tin plate, rails, and heavy structural shapes. In addition to its steel facilities, CSN also owns and operates coal and iron ore mines, shipping facilities, and steel facilities.

Specific purchases to be financed by the Eximbank credit include equipment and services for hot strip mill modernization, galvanizing, temper rolling electrolytic cleaning, oxygen production, modifications to the rail and structural mill and electrical facilities, and mining and ore beneficiation. U.S. firms wishing to bid on procurement contracts to be financed by the Eximbank credit should write Companhia Siderurgica Nacional, 477 Madison Ave., New York, N.Y. 10022.

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Amsterdam firm is denied right to U.S. exports

BIC says electronics dealer tried to buy strategic U.S. goods while under earlier ban

The firm Nema Meet En-Regeltechniek of Amsterdam, Holland, a dealer in electronic equipment, and its manager, Waldamar Seitz, have been denied all U.S. export privileges for the duration of export controls for dealing in commodities of U.S. origin while under an order prohibiting such activities.

The order also extends to Ute Hilma Seitz, the record owner of Nema and wife of Waldamar Seitz, and to the firm Neditron, under which name Waldamar Seitz sometimes does business.

In March 1966 these parties were prohibited for an indefinite period from participating in transactions involving goods or technical data exported from the United States. This order was entered after the parties failed to answer questions in connection with an investigation conducted under authority of the Export Control Act.

In January charges were instituted against the respondents for participating in transactions to obtain electronic equipment from U.S. suppliers in violation of the denial order. The Commerce Department's Bureau of International Commerce (BIC) found that in two instances after March 1966 respondents ordered electronic equipment from U.S. suppliers for export to Amsterdam. One of the items ordered was a strategic detection device valued in excess of $5,000.

In both instances delivery of the equipment to respondents was prevented when BIC intervened on learning of their participation.

Under the terms of the new order the respondents and their agents and employees are barred from participating in transactions involving commodities or technical data exported from the United States. BIC said that if respondents answer the earlier questions and furnish satisfactory evidence of their compliance with the terms of the present order, they may apply for relief.

Italian Government, private firms join to develop South

Companies and public interests combine in large scale, coordinated investment program for first time in nation's history

For the first time, government and private industry have joined in a large-scale coordinated investment program in Italy's Mezzogiorno—the southern, underdeveloped part of the country.

The Italian Government, public corporations and private firms have agreed to invest a total of 100 billion lire ($160 million) in the "Polo Pugliese" industrial zone in the Bari-Taranto area. The new program, to be completed in 1972, is expected to create 10,000 new jobs.

FIAT will build two plants—one to produce mechanical parts and components including diesel motor injection pumps, hydraulic brake units and components; the other to make harvesting equipment and feed balers.

FIAT will also establish a network of maintenance and repair centers and additional infrastructure investment for vehicle testing and aircraft overhaul. FIAT's total contribution will be over $50 million and about 4,000 new jobs.

EFIM-Breda will establish five new plants to manufacture compressors, industrial glass holloware, tractors, pig iron and vehicle parts, and will also expand existing plants in a program that is expected to provide an additional 5,500 jobs.

Cold-rolling plant

IRI, the Government holding company controlling a variety of industrial enterprises, will build a cold-rolling plant with an annual capacity of 300,000 tons, a plant for making medium-size pipe with an annual production estimated at 89,000 tons, and a new floating dry dock and pier facility. IRI's investments in the area are expected to provide about 1,500 jobs and eventually an additional 700 positions.

Ignis will construct a plant for production of industrial and commercial refrigeration units, and may later produce household appliances.

The Government's main organization for development of the South, the *Cassa per il Mezzogiorno,* will be responsible for the infrastructure required for the specific projects outlined in the program.

The Government and its partners in the development scheme hope that the coordination of their plans will lead to industrial development which is more self-sustaining than that resulting from separate, independent plans. The new program may prove to be a model for similar joint public-private investment schemes elsewhere in Mezzogiorno.

New Zealand eases import controls in 122 item codes

Another 21 items may be exempted if no protection is requested

New Zealand's 1968-69 import licensing schedule, recently made public in Wellington, provides for a substantial relaxation in the nation's 30-year old system for controlling imports for balance of payments purposes.

With the recent devaluation coming on the heels of fiscal and monetary measures taken in early 1967 to moderate economic expansion, the Government is adopting a more progressive policy of import liberalization designed to give the economy more flexibility in determining the proper allocation of available resources.

In December, following devaluation, a substantial list of products was exempted from import licensing. The new schedule, due to go into effect July 1, contains further exemptions involving 122 item codes.

Basic licenses—those issued as a quota of an importer's entitlement in the previous licensing year—will, in most cases, be issued for 115% of the value of 1967-68 licenses. The 115% represents a level which the authorities feel confident will maintain commercial activity at the current level of demand and also compensate for the devaluation of the New Zealand dollar.

The list of recently exempted items is quite extensive and includes such goods as edible nuts, crystal glassware, binoculars, cameras, watches, sporting arms, vacuum flasks, and brandy and rum imported in bulk.

Exemptions of more direct interest to the industrial sector encompass a wide range of products such as chemicals, metals, agricultural seeds, laboratory and pharmaceutical glassware, earthmoving machinery, reapers, binders, harvesters, office machines, and unassembled commercial vehicles (other than those of two-wheel drive).

In addition to the 122 items specifically exempted in the schedule, there are a further 21 item codes which will also be exempted on July 1, if no application for further protection is made to the Emergency Protection Authority by Apr. 30. If application is made for tariff adjustment and the case is disposed of by June 30, the item will still be exempted.

License allocations

For those items remaining under control, the majority of licenses, as previously noted, will be issued to importers at 115% of the value (New Zealand currency) of their 1967-68 licenses. Allocations for raw materials, spare parts, and consumer goods will be extended to that level in most cases.

Since funds are still not sufficient to permit manufacturers to import all the plant and equipment needed to expand production and increase efficiency, priority for imports of plant and equipment will be given for replacement purposes, for manufacture of export goods, and for important public works.

Although there is still no provision for new importers to receive license entitlements, the exempted items will give many importers substantial scope to switch import lines and suppliers. For this reason, aggressive selling by U.S. exporters could lead to valuable new agencies establishing a foothold in the New Zealand market.

Details of the licensing status for specific items in the 1968-69 import licensing schedule may be obtained by writing the Far Eastern Division, Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

Spain issues new regulations covering imports of canned goods effective June 15

Canned items must be labelled in Spanish as to contents, method of preparation, ingredients, additives used, and canning date

Spanish imports of canned seafoods, meats, fruits and vegetables must comply with the following regulations which become effective June 15.

The canned foods must be labelled in Spanish, with the following information: country of origin; name of the product (in the case of fish the usual name of the species); method of preparation: *en salsa* (in sauce), *en tomate* (in tomato), *en salmuera* (in brine), *en aceite puro de oliva* (in pure olive oil), *en aceite de semillas* (in vegetable oil), *al natural* (in natural state).

The ingredients and additives used (to include juices, extracts, condiments) in the product must be listed in the order of their importance; minimum net and drained weight when containing a liquid packing medium expressed in metric system units; commercial grading or classification of the product and additives (color, preservatives, antioxidants, and other things) accompanied by directions, where appropriate, for the preparation and use of the canned goods.

In addition, partially prepared canned fish must bear the inscription *semiconserva, mantengase en sitio fresco* (partially prepared, keep in a cool place) with the month and year of manufacture of the product. The above statements can be dyed, lithographed or may appear on a label affixed to containers. Letters used in the process must be over two millimeters high.

In addition, labels for other products which may undergo alterations in their quality with the passing of time, are to state the canning date, expressing the month and year. Codes are authorized provided they are furnished in writing to Spanish authorities.

This order establishes that the quality of imported products must correspond to that shown on import documents, declarations, licenses, and labels.

Under this new Labeling Law, inspections for quality will be based on Spanish standard specifications applicable to exports and will be conducted by the Spanish Customs Inspection Service (SOIVRE). Inspectors will not approve the importation of products in containers which have been improperly presented, altered, diminished, or modified in any way affecting the commercial value of the products. Products in containers showing deformations (puffing), or any other signs resulting from the alteration of the product will be considered objectionable.

The Spanish Customs Inspection Service will consider infractions of the above labeling requirements, and any false or misleading statements and information as subject to sanction.

The text of the above resolution, issued by the Ministry of Commerce, was published in the State Gazette, *Boletin Oficial del Estado* of March 14.

Brazil investigates recent spurt in sales of land to foreigners

Falsified titles throws cloud on true ownership of some land

Some foreign purchasers of land in Brazil may find that they do not really own the property they think they bought.

The Minister of Justice of Brazil testified before a joint meeting of two committees of the Chamber of Deputies on Mar. 28 concerning an investigation his Ministry has been conducting over the last seven months into sales of land made to foreigners. The Minister listed nine groups involved in the land sales and said that the total area already sold to foreigners may approximate sixteen million hectares (equivalent in size to the State of Iowa).

The Minister confirmed rumors that numerous land titles and official land registries in the states of Goias and Bahia had been falsified, thus putting true ownership of the lands in question. He mentioned that the promoters involved may be prosecuted for misrepresentation of the value of lands sold and for tax evasion, in addition to land title fraud.

In his testimony the Minister recommended that Congress pass new nondiscriminatory legislation to tighten up land ownership and transfer processes, and to discourage sales for speculative purposes.

There has been widespread interest in the United States in purchasing rural Brazilian land; however, at present no American firm is properly registered with the competent Brazilian authorities to sell subdivided land abroad and therefore cannot convey legal titles.

A pamphlet entitled "Information for Prospective Investors in Rural Brazilian Land" may be obtained from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or through any of its field offices.

Mexico postpones rule requiring export document

Mexico has postponed until May 1 (for land entries) and May 15 (for maritime entries) its requirement that imports be accompanied by a copy of the official document through which the article was exported from the country of origin. For the United States this would be the Shippers Export Declaration, a document which, because of its confidential nature, can be made available to third parties only in special instances.

Since the requirement was conceived as a means of verifying customs declarations, representatives of the U.S. Embassy have been conferring with appropriate Mexican authorities as to alternate means of cooperation.

Asparagus quota extended

The Federal Republic of Germany has extended its import quota for canned asparagus spears (see INTERNATIONAL COMMERCE of Mar. 18, p. 35).

Import licenses will be issued to be valid until June 30 (previously April 30). The validity of licenses previously issued will be extended until that date on special request (published in *Bundesanzeiger* of Mar. 7, p. 2).

Thai entrepreneurs to visit United States

Interested in discussing joint ventures, licensing arrangements

Approximately 40 top level Thai businessmen and bankers plan to arrive in Chicago on April 28 for a two week visit to various cities in the U.S.

Members of the group are interested in discussing specific joint ventures and licensing arrangements, plus investigating trade potential with U.S. exporters. The interests of the Thai executives include fertilizers, plastics, petrochemicals, mining, construction, finance, food products, textiles, glass and the electrical equipment field.

The group plans to attend a special Thailand oriented seminar for U.S. businessmen at the American Management Association in New York City on May 5-8.

Since the trip is being sponsored by the Royal Thai Government's Board of Investment, in association with Bangkok Bank Ltd., and the Agency for International Development, U.S. firms interested in obtaining additional information about the group's itinerary should **contact:** Paul Sithi-Amnuai, Vice President, Bangkok Bank Ltd., 44 Wall Street, New York, New York 10017, Telephone: (212) 944-5925 or Belford Seabrook, Office of Private Resources, Agency for International Development, Washington, D.C. 20230, Telephone: (202) DU 3-8858.

Feasibility studies available on three Korean projects

A leading Korean engineering firm has prepared preliminary feasibility studies on the following projects which it considers economically feasible for Korea:

1. Vegetable oil extraction plant, to be located at Taejun with a capacity of handling 60 metric tons per 24-hour day of soybean flakes.
2. Acetic acid plant, to be located at Ulsan and to produce 12 metric tons of acetic acid per day.
3. Paraffin wax plant, to be located at Ulsan with a capacity of 10,000 metric tons per year.

The Korean engineering firm invites contact with U.S. firm interested in joint venture investments in these areas. To obtain copies of the above studies **write:** The Mon-Soon Company, Ltd., I.P.O. Box 1165, Seoul, Korea. WTD.

Swiss firm wants license to make additional machines

A Swiss manufacturer of textile wet processing machinery seeks to expand its product line through licensing agreements with U.S. firms.

The Swiss concern is interested in the production of medium-size straight mechanical machines with a maximum weight of about five tons for the food processing, internal transportation and other industries. The company has complete machine tool facilities for the manufacture of general machinery.

Write: Jacob Jaeggli & Cie., Maschinenfabrik, 146 Roemerstrasse, 8404 Winterthur, Switzerland. WTD.

Iranian Government seeks aid to expand tourism

An Iranian government organization, the Tourist Accomodations Company (TAC), was recently established to promote the construction of new hotels, motels, vacation resorts and other tourist facilities in Iran.

TAC is prepared to grant loans to foreign investors or take equity positions in joint ventures but is not encouraging licensing operations without equity participation. No limitations are placed on the amount of equity a foreign firm may own.

For additional information **write:** Tourist Accomodations Co., 12 Ghadesi St., Queen Elizabeth II Blvd., Tehran.

Israeli food manufacturer seeks licensing agreement

A Tel Aviv manufacturer and wholesaler of chocolate biscuits (wafers), chewing gum and sweets wishes to expand his business through licensing arrangements with U.S. firms in similar industries. Interested parties should **write:** Tamar Food Industry Ltd., 42 Harakevet St., Tel Aviv, Israel. WTD.

German firms want licensing agreements

Two German firms seek licensing agreements to make products related to their current fields of activity. Their interests range from plastic containers, injection molded components to electromagnetic devices, and electric motors.

- Licenses to manufacture plastic containers for the dairy and food industry and injection molded components for the automotive field are sought by a German company currently producing plastic food containers and automotive parts and accessories.

Firms wishing additional information should **write:** Gobiplast, Nippel & Co., 12 Industriestrasse, 4816 Sennestadt, Germany. WTD.

- A manufacturer of small and medium-sized solenoids for industrial use seeks a license to produce electromagnetic devices, particularly solenoids for valves, electric torque motors and step motors.

The firm is also interested in the manufacture of relays, switches and electronic circuits.

Write: EKS Elektromagnetik Dr. Scheurer KG, 7143 Vaihingen/Enz, Germany. WTD.

Dutch cosmetic firm seeks to manufacture related products in the U.S.

- A Dutch manufacturer of cosmetics, toiletries and proprietaries, with an especially profitable beauty treatment line is looking for the possibility of buying additional products, and of acquiring a small U.S. company in the **fragrance or in the cosmetics and toiletries field,** which has an established sales organization, national distribution of its products, and a turnover of between $2 and $10 million annually.

Firms interested in negotiating with the Dutch firm should submit a proposal describing their business and sales distribution network, a copy of the latest annual report and bank references. All proposals will be forwarded to the Dutch firm on a confidential basis. **File 1587.**

Australian wire producer wants to make similar items

An Australian producer of ferrous and nonferrous wires seeks to expand its production through collaborative arrangement with U.S. manufacturers of allied products.

Equipped with adequate facilities for enamel baking; bronze, tin, copper and zinc plating, the Australian firm proposes to install additional fine wire drawing and rolling machinery.

An official of the company is planning to visit the U.S. in June to discuss the proposal with respondents to this announcements.

To obtain additional information, **write:** Mr. Frank E. Rule, Official Representative; New South Wales, Centre, Suite 1301, 680 5th Ave., New York, N.Y. 10019.

British company seeks to expand through venture

A well established British company is interested in extending its range of products by the manufacture under license in the United Kingdom of American commodities specifically for the grocery and drug store trades.

The firm's basic business comprises the importation of wines, mainly in bulk with subsequent bottling and distribution through wine trade channels; manufacture and sale of a tonic wine; manufacture, packaging and distribution of consumer food beverages, toothpaste and retail business in wines and groceries.

Interested parties **write:** Coleman & Co. Ltd., Norwich, Norfolk, England. WTD.

French packaging firm seeks U.S. licenses

A manufacturer of wood and cardboard boxes and chests seeks licenses to produce new packaging products, especially shock absorbers and protective devices.

The French firm is also interested in acting as an agent for a U.S. manufacturer of products in related fields.

Write: SOFECOME (Societe Francaise d'Emballage Commercial), 12 Rue Jean, 93-Saint Ouen, France. WTD.

Swiss tool maker wants license

A Bern manufacturer of carbide tools and metalworking machinery seeks licenses to produce machine tools, metalworking machinery and tungsten carbide tools for distribution in Switzerland and Europe. Reportedly, the firm has good connections in the Swiss watch and high precision instrument industry.

Write: Ewag AG, Hauptgasse 54, 4500 Solothum, Switzerland, WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Brazilian plant available

A medium-sized firm of farm implements for soil preparation, seeding and fertilizing purposes is available for acquisition. The plant located at Porto Alegre employs about 60 and is reportedly adequately equipped.

Write: Industria e Comercio, P.O. Box 1808, Rua Quintino Bocaiuva 167, Porto Alegre, Rio Grande do Sul, Brazil.★ WTD.

Korean firm wants partner to make electrical insulators

Collaborative arrangements are sought by a Korean construction company for the production of high tension electrical ceramic insulators.

The U.S. partner is asked to contribute machinery and technical assistance.

Write: Hyun Dai Construction Co., Ltd., 92 Mukyo-dong, Chung-ku, Seoul, Korea.

Brazilian instrument maker wants to expand line

A Brazilian manufacturer of control and measuring instruments for pressure, temperature, flow and liquid level gauges seeks a U.S. partner engaged in same line of business.

Write: Industria e Comercio de Instrumentos de precisao 3-G da Bahia, Rua Conselheiro Dantas 8, s/910, Salvador, Bahia, Brazil.

Licensing agreement sought by New Zealand producer to assemble electronic items

A manufacturer and distributor of radios and television receiving sets seeks a license to assemble transistor portable radios, stereophonic equipment and tape recorders.

The U.S. licensor would be required to furnish the components.

Write: Robert Turner Ltd., 219 Cashel Street (P.O. Box 2018), Christchurch, New Zealand. WTD.

U.S. aids Iran water study

A two-year agreement calling for a joint Iranian-American study of available water resources in Iran was signed in Tehran on Mar. 19.

An American water resources team from the Department of Interior will travel to Iran in the near future to conduct a joint study with a team from the Iranian Ministry of Water and Power. The teams will investigate the use of various water resource techniques, including desalinization, cloud seeding, ground water availability, and the prevention of salinization of existing sweet water resources.

World Trade Opportunities

Modern textile plant, planned for Nicaragua

Machinery, electrical equipment, water purification system needed

Contruction of a $9.2 million textile mill, the most modern of its kind in central America, has recently been announced by the Sociedad Textiles Fabricato de Nicaragua (Fabritex).

The new plant will produce fine quality cotton and polyester blend fabrics, which are presently imported largely from Japan and the United States.

Ground has been broken at the plant site and construction of the mill itself is scheduled to begin in May, with production expected to commence in 18 months. The plant, reportedly, when operating at full capacity will consume 1,800 tons (7,200 bales) of Nicaraguan cotton a year. Fully integrated, the plant will spin, weave and dye approximately 10 million yards of high quality fabric a year, providing employment for over 500 workers.

Although nearly 80% of the equipment for the mill is already slated to be purchased from Western Europe, substantial U.S. procurement is also planned. Specifically, the company (Fabritex) will be seeking out U.S. suppliers of looms, sanforizing and finishing machinery, air conditioning units, boilers, compressors, cargo lifts, electrical equipment, and water purifying equipment.

U.S. firms wishing additional information should write directly to the Sociedad Textiles Fabricato de Nicaragua, S.A. (Fabritex), Managua, Nicaragua.

New Zealand Broadcast Corp. issues tenders for relay systems, microwave testing equipment

The Secretary, Tenders Committee, New Zealand Broadcasting Corp. has issued Tender No. M 7571, for supply and installation of five microwave relay systems.

At the same time, the committee also issued Tender No. M 7697, for supply and installation of microwave propagation testing equipment.

The bid deadline for both is May 31.

The bid for the relay systems should offer five sets of microwave relay equipment operating in the 1700-2300 MHz band, with diplexed sound channel. The equipment should be capable of transmitting and receiving an NTSC color television signal.

The second bid should offer one set of microwave propagation testing equipment to operate in the 1700-2300 MHz band or alternatively one set of microwave relay equipment modified for use as a propagation test set.

Copies of tender announcement and specifications are available from the Secretary, Tenders Committee, New Zealand Broadcasting Corporation, P.O. Box 98, Wellington, New Zealand or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Tel.: Code 202-967-4038).

Uruguay wants bids by June 15 on TV broadcasting equipment

The Servicio Oficial de Difusion Radio Electrica of Uruguay, has issued Tender No. 170, for the supply of television broadcasting equipment.

Bid deadline is June 15.

Bid should offer a 30 kw. television transmitter, complete with tower, antenna, transmission line, diplexer, stabilizing amplifiers, video distribution amplifiers, professional TV receiver, monitoring equipment, and a set of test equipment.

Other equipment required includes microwave equipment, mobile VHF communications, film chain, synchronizing generator, tape recorders, turntables, microphones and spare parts for all equipment.

Copies of tender announcement and specifications are available in Spanish from the Servicio Oficial de Difusion Radio Electrica, Calle Andes 1465, Montevideo, Uruguay, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Tel.: Code 202-967-4038).

Turkish Government seeks information on equipment

The Turkish Atomic Energy Commission is interested in obtaining catalogs, price lists, and other information on equipment used in application of radioisotopes in industries such as pulp and paper, cement, iron and steel, petroleum, petrochemical, fertilizer, copper, aluminum, tobacco and liquor. The Commission is particularly interested in the practical application of these instruments and American manufacturers experiences in their use.

The Commission has funds to help Turkish industries obtain the instruments and initiate programs, but it expects the industries to carry on their own programs. Write Ibrahim Deriner, Secretary General, Turkish Atomic Energy Commission, 12 Ziya Gokalp Caddesi, Yenisehir, Ankara, Turkey.

U.S. materials sought for Libyan battery plant

The Dry Cell Battery Harati Co., established in 1964, has been reorganized with Government of Libya and local bank financing. Annual production is set for six million dry cell batteries, size D, R-20, 1.5 volt, with production to start in 60-90 days.

The company desires quotations from U.S. suppliers of the following materials: Manganese; graphite; acetylene black; ammonium chloride; zinc oxide; mercury chloride; carbon rods 8 x 58 cm.; zinc cans 31.5 x 58.5 x 0.4/7.5 cm.; brass caps 7.9/13 cm.; balsam resin; oxidized bitumen; plastic washers; insulation paper; paraffin wax.

Quotations should be per kilogram c.i.f. Benghazi and delivery based on a two million battery production every two months; also, where applicable, quotations should include chemical formulas.

Interested U.S. firms should write directly to Faraj Harati, c/o M. Arrabi, Industrial Real Estate Bank, Benghazi. WTDR—10/66.

New road program for Tanzania granted 75% loan by IDA

Construction of six sections of main roads totaling 533 miles, and detailed engineering of a seventh 142-mile section of main road, and 210 miles of feeder roads, are now underway in the East African Republic of Tanzania.

The work, which is under the direction of the Roads and Aerodromes Division of the Ministry of Communications, Labor and Works in Dar-es-Salaam, is now about half finished. Final completion of the project is scheduled for about mid-1971. Total cost is expected to run at about $22.8 million, of which 75% will be met by the International Development Association and the remainder by the Tanzanian Government.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in International Commerce and Commerce Business Daily during January, February and March is available to U.S. firms from the Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the 4th quarter 1967 summary are also available upon request and will be distributed on a first-come basis.

World Trade Opportunities Continued to page 43

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financia reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

091 Fisheries, except fish hatcheries

FRANCE—Oyster seeds on collectors. Europe-Orient S.A. (importer, dealer), 78, Ave. du General-Leclerc, 92 Boulogne-Billancourt. WTD in preparation.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs; canned, frozen. Bernard Cohen (agent, importer, wholesaler), G.P.O. Box 1739, Sydney, N.S.W. 2001. WTD 3/68.

NETHERLANDS—All types of packaged foods, saleable in department stores, supermarkets. Exclusive representation. Ten Doesschate N.V. (manufacturer, importer), Menno van Coehoornsingel 10-12, Zwolle. WTD 3/68.

Canned, dried foods; canned, frozen fish products. Direct purchase and exclusive agency. N.V. Agentuur & Commissiehandel v/h P.C. VIS & Co. (importer, sales agent), 20-21 Prins Hendrikkade (P.O. Box 489), Amsterdam. WTD 3/68.

208 Beverage industries

SWITZERLAND—Flavoring concentrates for beverage vending machines; coffee flavorings, sirups, drink powders, concentrates. Direct purchase and agency. Fabrica Bibite G. Losa (importer, retailer), Via Carmelia 3, 6600 Muralto/TI. WTD 3/68.

209 Food preparations

SWITZERLAND—Bee honey, in bulk or packed; Alaska honey; Maine bilberry honey. Agency and direct purchase. Narimpex AG (importer, wholesaler), Molzgasse 10, 2501 Biel. WTD in preparation.

227 Floor covering mills, products

AUSTRIA—Outdoor carpets, wall-to-wall floor covering, machine-made rugs. Direct purchase and exclusive agency. Leitner G.m.b.H. (wholesaler, distributor, importer), Endresstrasse 17, A-1230 Atzgersdorf-Vienna. WTD 3/68.

229 Textile goods

NETHERLANDS—Laces, lace curtains made from synthetic yarns or glass fibres. Nationale Gordijnen Industrie (manufacturer, converter, importer, exporter), 30 Lauriergracht, Amsterdam. WTD 3/68.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Ladies', girls' dresses, blouses. Agencies, representations requested for Netherlands, Common Market countries, Switzerland. Essimex Fashion Trading N.V. (agent, distributor, importer, exporter), 139 Herengracht, Amsterdam. WTD 3/68.

238 Apparel, accessories

GERMANY—Cellophane, pliofilm raincoats; overshoes packaged in small bags. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Heinrich Schlosser (wholesaler, distributor), 43 Berliner Allee, 4 Duesseldorf. WTD 3/68.

242 Sawmills, planing mills

FRANCE—Lumber, timber, U.S. hardwoods, preferably cherry and gean-tree wood. Price quotations, trade terms requested. Rouleau Freres & Cie (dealer, sawmill operator), 1-7 Cours Saint-Georges; 24- Perigueux, Dordogne. WTD 6/67.

251 Household furniture

SWITZERLAND—Springs for upholstered furniture, bedsprings, metal bed frames. Direct purchase and agency. Profib AG (importer, distributor), 8 Bachtelstrasse, 8340 Hinwil. WTD 3/68.

254 Partitions, shelving, lockers, office, store fixtures

BELGIUM—Racks: storage, merchandise display, metal. Agency and direct purchase. Fantasia S.A. (manufacturer), 149 Rue Franklin, Brussels. WTD 3/68.

GERMANY—Steel shelves for bathroom accessories consisting of five shelves supported by two steel chromium-plated jack-action poles. Requests price quotations c.i.f. Hamburg or Rotterdam. Cospar GmbH (wholesaler, distributor, importer), 2 Ulmenstrasse, 415 Krefeld. WTD 12/66.

264 Converted paper, paperboard products

AUSTRIA—Decorated wallboard, wall paper, wall tile. Direct purchase and agency. Leitner

G.m.b.H. (wholesaler, distributor, importer), Endresstrasse 17, A-1230 Atzgersdorf-Vienna. WTD 3/68.

283 Drugs

● **MALAYSIA**—The Ag. Senior Superintending Pharmaceutical Chemist, Ministry of Health, Pharmaceutical Laboratories and Stores, Jalan University, Petaling Jaya, Selangor, requests bids on 4,500 imperial gals. of alcohol 95% B.P. 1963 and 15,750 imperial gals. industrial methylated spirit 66 O.P., B.P. 1963. Bid deadline: May 13. Copies of the tender are available from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-2239).

289 Chemical products

AUSTRIA—New patented car polishes, other automotive chemicals. Direct purchase and agency. Requests replies in German. Eduard Flatz (importer, wholesaler, manufacturer's representative), Heribrandstrasse 6, A-6912 Hoerbranz. WTD 2/68.

306 Fabricated rubber products

● **UNITED ARAB REPUBLIC**—V-belts, 2,828, various sizes. Tender unnumbered, bid deadline Apr. 30. Societe Misr de Filature et de Tissage Fin, Kafr el Dawar, United Arab Republic.★ (Telephone 202-967-3381).

307 Plastics products

GERMANY—Eighteen to 50 mm. diameter plastic bearings, plastic wheels used in toy manufacturing. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Heinrich Schlosser (wholesaler, distributor), 43 Berliner Allee, 4 Duesseldorf. WTD 3/68.

322 Glass, glassware

BELGIUM—Smokers' glassware. Agency and direct purchase. Etablissements Colly's (importer, wholesaler), 24 Rue Bossuron, Herstal-Liege. WTD 3/68.

331 Steel mill products

AFGHANISTAN—Round steel bars 6 to 20 mm. thick for building construction. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

● **PAKISTAN**—1,900 long tons of steel billets, 2½" by 2½", to P.R.S. Specification M-3-55. Tender #PR-I/68/TR/2; bid deadline May 14. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters, Empress Road, Lahore. Tender document fee of Rs. 10, plus postal charges are non-refundable. One copy of the tender documents is available for inspection at the Department of Commerce, Iron and Steel Division—642, Washington, D.C. 20230 (Telephone: 202-967-2364).

335 Rolling, drawing, extruding of nonferrous metals

AFGHANISTAN—Two hundred thousand welding rods 3 to 4 mm. thick, standard length. Catalogs, price lists requested. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

342 Cutlery, hand tools, general hardware

AFGHANISTAN—Steel angle irons 20 to 50 mm. thick for building construction. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

BELGIUM—Builder's hardware in nonferrous metal. Europeene des Non-Ferreux S.A. (importer, exporter), 319-321 Ave. de l'Exposition, Brussels 9. WTD 3/68.

344 Fabricated structural metal products

FRANCE—Fabricated metal sections and components for ships; crane hooks: laminated plate. Societe de Travaux, Plongees & Explosifs (Sotraplex) (marine construction, ship maintenance), Chemin des Pres, 76 Arques-la-Bataille. WTD in preparation.

348 Fabricated wire products

GERMANY—Automobile towlines. Requests price quotations c.i.f. Hamburg or Rotterdam.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Requests replies in German. Heinrich Schlosser (wholesaler, distributor), 43 Berliner Allee, 4 Duesseldorf. WTD 3/68.

351 Engines, turbines

● **AUSTRALIA**—Supply and install two 12 megawatt gas turbine generator sets, 50 cycle, 3 phase, 11 kv, emergency power units for Munmorah and Liddell power stations, New South Wales, Australia. Tender No. 1940, bid deadline May 13, 3 p.m. Specifications and bid documents available for $20.00 Australian (Approx. U.S. $22.40) which includes mailing and is refundable upon receipt of bonafide tender. The Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sidney, N.S.W. 20001. One copy specifications available for reference only, Power and Electrical Equipment Division, Room 4124, U.S. Department of Commerce, Washington, D.C.

352 Farm machinery

HONDURAS—Reconditioned International Harvester wheel-type tractors, Series 706 and larger. Sociedad General de Comercio, S.A. (distributor), Attn: Mr. Tito Alvarez, 1a. Calle 5a. Avenida 438, Comayaguela, D.C. WTD 9/67.

SWEDEN—Tractor driven, other farm equipment. Brush System Nederlag (agent, importer), Tarninghoimsgatan 1, 217 51 Malmo. WTD 3/68.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Public works equipment, construction and materials handling machinery of modern types, including bulldozers, clamshell buckets, draglines, shovel-loaders, lift-trucks, hydraulic hoists and jacks, allied products. Direct purchase and agency. So. Ma. Co. (dealer), BP 2.024, Toulouse-Minimes; 127 Ch. Sang de Serpe; 31-Toulouse, H.G. WTD 3/68.

Ship cranes, derricks. Societe de Travaux, Plongees & Explosifs (Sotraplex) (marine construction, ship maintenance), Chemin des Pres, 76 Arques-la-Bataille. WTD in preparation.

HONDURAS—Reconditioned International Harvester crawler tractors, Model TD 9 and larger. Sociedad General de Comercio, S.A. (distributor), Attn: Mr. Tito Alvarez, 1a. Calle 5a. Avenida 438, Comayaguela, D.C. WTD 9/67.

● **INDIA**—Supply of slings of different types for use on rail mounted diesel cranes. Tender No. B-1450/AID, bid deadline May 8. Ministry of Railways, Railway Board, New Delhi. Tender documents are available from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C., 20008.

● Global Trade Opportunity for fifteen off-highway haulers, 18-22 cu. yd. capacity, diesel powered. Tender No. 1083/BPO/56150/A-2193. Bid deadline June 13. Tender documents available (free) from India Supply Mission, Washington, D.C. Shri N.K. Berry, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab.

● **MOZAMBIQUE**—Supply and installation of 12 electric cranes for the Direccao de Exploracao de Mozambique (Porto de Nacala). Tender No. 100/68, bid deadline June 12. Bidders must make a qualifying deposit of $21,876.

Copies of the specifications and drawings may be obtained from the Treasurer, Lourenco Marques Division of Harbors, Railways and Transports, Lourenco Marques for $2.45, not including mailing costs.

354 Metalworking machinery

AFGHANISTAN—Twenty-four sets of welding machines (220-380-volts) for welding metal doors, automobile parts. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

CANADA—Power-driven hand tools including parts, attachments useful in construction industry. Direct purchase and exclusive representation. Marine Eng. Supply Co. (importer, retailer), 125 Hymus Blvd., Pointe Claire, Quebec. WTD 3/68.

355 Special industry machinery

AFGHANISTAN—Twelve sets of 15 hp flour mill grinding machinery (220 volts). Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

Complete 2000-spindle spinning plant for manufacturing yarn from raw cotton. Maqsudi Industries (manufacturer), P.O. Box 210, Kabul. WTD 3/68.

FRANCE—Food-preparing machinery, electric, for utilization by collectivities, hotels, restaurants, schools; light, medium-duty equipment preferred, not refrigerating, cooking equipment, related lines. Direct purchase and agency. Dito (dealer, agent), 23- Aubusson, Creuse. WTD 7/67.

● **PAKISTAN**—Supply of workshop machinery, including wire drawing machine, trimming press, hoists, motor truck, center lathe, hydraulic jacks, air compressors, hydraulic wheel press. Tender No. PR-1/67/PMP/26, bid deadline May 8. Secretary, Railway Board, Govern-

ment of West Pakistan.★ (Telephone: 202-967-5585).

● **YUGOSLAVIA**—Supply of brewers and maltsters machinery, including tunnel pasteurizer, 40,000 bottles per hour capacity; and, equipment and assembly of a new refrigerating storage room with two turbocompressor units of 2,000,000 kCal per hour capacity. Bid deadline June 13. Zagrebacka pivovarna i tvornica slada, Zagreb/Ilica 224. Tender documents may be obtained from the above address.

356 General industrial machinery

AFGHANISTAN—Twenty diesel pumps capable of drawing water from 20 meters depth through 2 & 4 in. diameter suction pipe. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

358 Service industry machines

GERMANY—Air conditioning units for residential use. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Eisenwerk Storch und Pfahl (manufacturer, distributor, exporter), Postfach 67/68, 4052 Duelken. WTD 2/68.

PAKISTAN—Air conditioning, refrigeration equipment. Requests quotations, catalogs. Direct purchase and agency. Airtechniques Eng. Corp. (importer), 15 Nadir House, McLeod Rd., Karachi. WTD 3/68.

361 Electric transmission, distribution equipment

● **GREECE**—Supply of seven 15 kv voltage regulators; four rated at 6250 kva and three at 12500 kva. Tender No. DM PM-425/Aa, bid deadline May 14. Public Power Corp., 30 Chalkokandyli St., Athens 102.★ (Telephone: 202-967-4241).

NETHERLANDS—Industrial, scientific, electronic and electro-optical measuring instruments, testing equipment. Direct purchase and exclusive representation. Projecto Instrument Co. (importer, distributor), 530 Prinsengracht, Amsterdam. WTD 3/68.

● **THAILAND**—Supply of 106 sets of 69 kv, 3-phase air break switches of single throw, group operated type complete with manual control mechanisms and terminal connectors. Tender No. MEA-PSD-114, bid deadline May 14. Metropolitan Electricity Authority, Purchase & Stores Div., 121 Chakraphet Rd., Bangkok.★ (Telephone: 202-967-4241).

● Supply of one 6000 kva power transformer. Tender No. 10/2511, bid deadline May 16. The Lignite Authority, the Royal Irrigation Dept., Samsen Rd., Bangkok.★ (Telephone: 202-967-4241).

362 Electric industrial apparatus

AFGHANISTAN—Twelve 220-volt diesel generators to run 15-hp flour mill grinding machinery. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

● **SPAIN**—Supply undisclosed quantity of self-starting diesel generator sets for the Directorate General of Ports and Maritime Signals. Tender No. 70-3-2, bid deadline May 25. Bid deposit in pesetas equal to U.S. approx. $10,143. World Bank financed. Specifications and bids in Spanish, Leccion de Contracatacion, Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid (3), Spain.

364 Electric lighting and wiring equipment

● **INDIA**—Supply of 12 single pole, 10 kv., station type lightning arresters. Tender No. ES6/218/36/1692/CE11-181, bid deadline May 22. Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 at a cost of $1.50 per copy, not refundable (ISM Ref. No. D/ENQ/2521). A copy of tender document also available for review only, not for loan, from the Power and Electrical Equipment Division, Room 4124, BDSA-662 Dept. of Commerce, Washington, D.C. 20230. (Tel.: 202-967-4241).

● **THAILAND**—Supply of 300 sets of 9 kv, station valve type lightning arresters for use on 12,000 volt 50 cycle distribution system. Tender No. MEA-PSD-115, bid deadline May 15. Metropolitan Electricity Authority, Purchase & Stores Div., 121 Chakrapetch Rd., Bangkok.★ (Telephone: 202-967-4241).

366 Communications equipment

● **AUSTRALIA**—Supply of line equipment for telephony transmission over coaxial cables. Scheduled C 5300, bid deadline June 18. The Deputy Assistant Director General (Supply), Postmaster-General's Dept., 199 William St., Melbourne 3000. (Telephone: 202-967-4823).

● **CEYLON**—Supply of a private automatic branch telephone exchange. Tender No. 40/Q/382, bid deadline May 22. The Chief Suppliers Officer, State Engineering Corp. of Ceylon, 120 Alston Place, Colombo 2.★ (Telephone: 202-967-4823).

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Engines for diesel trucks. Qadir Ltd. (importer, wholesaler), No. 2 Jade Maiwand, Kabul. WTD 3/68.

GERMANY—Automobile windshield defrosters, horns, shock absorbers, windshield wipers. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Heinrich Schlosser (wholesaler, distributor), 43 Berliner Allee, 4 Duesseldorf. WTD 3/68.

HONDURAS—Reconditioned International Harvester trucks, 15-ton GVW and up. Sociedad General de Comercio, S.A. (distributor), Attn: Mr. Tito Alvarez, 1a. Calle 5a. Avenida 438, Comayaguela, D.C .WTD 9/67.

SWITZERLAND—Automotive accessories, parts. Direct purchase and agency. Haag AG (importer, distributor), Albisstr. 25, 8038 Zurich. WTD 3/68.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Scientific instruments designed for research, control, industrial, other uses; laboratory equipment, apparatus, supplies; measuring and testing devices; modern equipment for industrial purposes and process control instrumentation in factories, laboratories, related establishments. Agency and direct purchase. Catalogs, price lists requested. Lelievre (Etablissements) (dealer, sales agent), 1 Rue Bouquiere; 31-Toulouse, Haute-Garonne. WTD 7/67.

● **INDIA**—Supply of 12 one-second theodolites with glass circles and optical centering, metal hood, tripod with sliding legs and illuminating arrangement. Tender No. 1080/BPO/PR/1-524/3298, bid deadline June 6. Shri N.K. Berry, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/EMQ/2519.

383 Optical instruments, lenses

NETHERLANDS—Industrial, scientific, optical, electro-optical instruments. Direct purchase and exclusive represeniation. Projecto Instrument Co. (importer, distributor), 530 Prinsengracht, Amsterdam. WTD 3/68.

384 Surgical, medical, dental instruments

AUSTRIA—Advanced electronic medical equipment for hospitals, physicians, medical laboratories; diagnostic instruments; novel medical supplies, equipment. Direct purchase and agency. Gustav Tatschl, Medizin-Technik

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-301, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 352 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2835.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 41st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 3413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 3028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

(wholesaler, importer, distributor), Langgasse 16, A-4020 Linz/D. WTD 3/68.

399 Manufacturing industries

AUSTRALIA—General merchandise lines, novelty items, goods suitable for sale in chain stores. Bernard Cohen (agent, importer, wholesaler), G.P.O. Box 1739, Sydney, N.S.W. 2001. WTD 3/68.

501 Motor vehicles, automotive equipment

SWITZERLAND—Garage service equipment. Haag AG (importer, distributor), Albisstr. 25, 8038 Zurich. WTD 3/68.

508 Machinery, equipment, supplies

PAKISTAN—Scientific instruments. Requests quotations, catalogs. Direct purchase and agency. Pak-Am Agencies (importer), 4 Rahman Chambers, Marriot Rd., Karachi-2. WTD 3/68.

TRINIDAD, W.I.—Machinery, equipment and raw materials to manufacture egg cartons from waste paper. De Montbrun & Co., Ltd. (importers, exporters, general commission agents), Box 760, 6 Charlotte St., Port of Spain. WTD 5/67.

509 Wholesalers

BELGIUM—Smokers' articles. Agency and direct purchase. Etablissements Colly's (importer, wholesaler), 24 Rue Bossuron, Herstal-Liege. WTD 3/68.

Labels, gummed; novelties, paper; advertising specialties. Agency and direct purchase. Fantasia S.A. (manufacturer), 149 Rue Franklin, Brussels. WTD 3/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

NETHERLANDS—All types of packaged foods, saleable in department stores, supermarkets. Exclusive representation. Ten Doesschate N.V. (manufacturer, importer), Menno van Coehoornsingel 10-12, Zwolle. WTD 3/68.

205 Bakery products

NETHERLANDS—All types of packaged foods, saleable in department stores, supermarkets. Exclusive representation. Ten Doesschate N.V. (manufacturer, wholesaler), Menno van Coehoornsingel 10-12, Zwolle. WTD 3/68.

209 Food preparations

NETHERLANDS—All types of packaged foods, saleable in department stores, supermarkets. Exclusive representation. Ten Doesschate N.V. (manufacturer, wholesaler), Menno van Coehoornsingel 10-12, Zwolle. WTD 3/68.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Nylon webbing for industrial use. Dickson Primer & Co. Pty. Ltd. (manufacturer, importer, exporter, agent, wholesaler), G.P.O. Box 3880, Sydney, N.S.W. 2001. WTD in preparation.

264 Converted paper, paperboard products

GERMANY—Sanitary towels, diapers, cleaning tissues, facial tissues, handkerchiefs, napkins. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Anton Amedinck (agent), 25 Billrothstrasse, 43 Essen. WTD 3/68.

283 Drugs

GERMANY—Cough lozenges, sirups; sleeping tablets; vitamin preparations. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Anton Amedinck (wholesaler, agent, distributor), 25 Billrothstrasse, 43 Essen. WTD 3/68.

NETHERLANDS—Popular pharmaceutical products saleable in drugstores, pharmacists' stores. Exclusive representation. Ten Doesschate N.V. (manufacturer, importer), Menno van Coehoornsingel 10-12, Zwolle. WTD 3/68.

332 Iron, steel foundries

AUSTRALIA—Steel mesh slings, fittings; alloy steel chain, shackles, hooks, fittings. Dickson Primer & Co. Pty. Ltd. (manufacturer, importer, exporter, agent, wholesaler), G.P.O. Box 3880, Sydney, N.S.W. 2001. WTD in preparation.

349 Fabricated metal products

NETHERLANDS—Valves, fittings, seals for chemical, petrochemical, soft drink, foodstuffs, pharmaceutical industries. Exclusive distribution. N.V. Industriemaatschappij Transmark (importing distributor), 57 Hooftlaan, Bussum. WTD 3/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Lifting clamps, stacking tools. Dickson Primer & Co. Pty. Ltd. (manufacturer, importer, exporter, agent, wholesaler), G.P.O. Box 3880, Sydney, N.S.W. 2001. WTD in preparation.

354 Metalworking machinery

FRANCE—Machine-tool accessories, devices: boring machine attachments, cutting-tools, drills, holding devices, grinding-wheels, lathe headstocks, measuring-tools. Impero-France (importer-retailer), 39, Rue de Constantinople, Paris, 8eme. WTD in preparation.

359 Machinery

NETHERLANDS—All types of industrial hose, hydraulic components. Exclusive distribution. N.V. Industriemaatschappij Transmark (importing distributor), 57 Hooftlaan, Bussum. WTD 3/68.

362 Electrical industrial apparatus

GERMANY—Electro-magnetic devices, in particular solenoids for valves, electric torque motors, step motors; electronic control circuits for these electro-magnetic devices; relays, switches. EKS-Elektromagnetik Dr. Scheuerer K.G. (manufacturer, exporter), 7143 Vaihingen/Enz, Radbrunnengasse 5. WTD 3/68.

363 Household appliances

BELGIUM—Automatic washing machines, driers; household. Agency for Belgium, Luxembourg. Etablissements J. Van Assche & Co. N.V. (agent, importer), 636 Schaarbeeklei, Vilvorde. WTD 3/68.

367 Electronic components, accessories

NETHERLANDS—Semi-conductors, tubes, condensors, capacitors, film resistors, mica condensors, integrated circuits. Exclusive distributorship. Auditrade N.V. (importing distributor), 160 Singel, Amsterdam. WTD 3/68.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Motor vehicle parts, accessories. Requests quotations, catalogs. Pak-Am Agencies (importer), 4 Rahman Chambers, Marriot Rd., Karachi 2. WTD 3/68.

384 Surgical, medical, dental instruments

AUSTRALIA—Safety harness, hooks, fittings. Dickson Primer & Co. Pty. Ltd. (manufacturer, importer, exporter, agent, wholesaler), G.P.O. Box 3880, Sydney, N.S.W. 2001. WTD in preparation.

507 Hardware, plumbing, heating equipment, supplies

BELGIUM—Air conditioning equipment, supplies. Etablissements J. Van Assche & Co. N.V. (agent, importer), 636 Schaarbeeklei, Vilvorde. WTD 3/68.

508 Machinery, equipment,

BELGIUM—Crushers, garbage, refuse. Agency for Belgium, Luxembourg. Etablissements J. Van Assche & Co. N.V., 636 Schaarbeeklei, Vilvorde.

Laboratory, medical, scientific equipment, supplies; optical goods, Covarmed (commission agent). 37 Rue des Papeteries, Chaumont-Gistoux. WTD 3/68.

Canadian awards listing available to U.S. firms

A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during the month of February is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Leads for Importers

Commodities are offered direct unless specified

323 Glass products

FRANCE—Plate-glass mirrors for home decoration in various sizes, styles, including 'deluxe', fancy articles, ornate wall-mirrors; glass table-tops, cocktail tables, decoration. Broquart & Cie. (Miroiterie) (manufacturer), 68-72 Cours Le Rouzic; 33- Bordeaux-Bastide, Gironde. WTD 6/67.

Huge shopping center planned for Copenhagen

Projects to be completed by 1990 will cover 460,000 sq. meters

One of Europe's largest shopping centers is being planned for Hoje Taastrup, 15 miles west of Copenhagen, Denmark.

The project, to be completed by 1990, will cover about 460,000 square meters and will include shops, office buildings, restaurants and related facilities. The surrounding area is expected to have over 230,000 dwellings by 1985 as compared to 85,000 at the present time.

The project, which is in line with the official Copenhagen expansion plans, was originated by Dansk Esso A/S, a subsidiary of Standard Oil (N.J.), who have been joined by Danish banks, insurance companies and other private firms.

The project's first stage, to be completed by 1975, will cover 150,000 square meters at an estimated cost of $65 million.

A copy of the initial brochure, in Danish, is available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230.

Lebanon announces plans for civil aviation program

The Director of Civil Aviation of Lebanon has announced plans for a forthcoming project involving Beirut International Airport.

The Lebanese Government intends to purchase the following equipment during 1968: A secondary surveillance radar, an instrument landing system, a standby power station consisting of 300 and 500 KVA diesel generator with automatic start and no break features. Also included in the requirements are a semi-automatic message switching center, and multi-channel tape recorders.

Companies are asked to submit to the Directorate of Civil Aviation, Beirut International Airport, Beirut, Lebanon, information on the equipment they can supply to enable the Government to prepare specifications for the invitations to tender.

Limited information is available from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4037.

Guatemala to build facilities to process animal fats, meats

Productos Alimenticios Agropecuarios, Sociedad Anonima, has announced plans for constructing facilities to process animal fats and meat products near Guatemala City, Guatemala.

Suppliers interested in furnishing goods and services for this project should contact Mr. Gerardo R. Sampedro, Productos Alimenticios Agropecuarios, Sociedad Anonima (PAASA), Apartamento No. 4, la. Avenida No. 8-50, Zona 1, Guatemala, Guatemala, C. A.

The facilities will be financed with local currency generated from the sale of tallow imported under U.S. PL 480.

Nicaragua's school construction program aided by World Bank

A new school construction program is expected to boost Nicaragua's student enrollment fifty percent in the next few years.

Under the $8 million project, jointly financed by the International Bank for Reconstruction and Development and the Nicaraguan Government, nine new general secondary schools will be built and seven will be expanded.

In addition, two new primary teacher training schools will be constructed and a third will be extensively revamped. The schools will be located in Managua, the capital, and in other important towns of the country.

Firms wishing additional information should write the Ministry of Education, Managua, Nicaragua.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Robert J. Layet, Aerosol Valve Div., National Radiators (Mfg.) Pty. Ltd., Douglas St., South Melbourne, Victoria, interested in contacting **aerosol valve manufacturing companies, aerosol custom packers, propellant manufacturing companies, and requesting technical information.** Apr. 20 via San Francisco for one month. c/o Palmer House, State & Monroe Sts., Chicago, Ill. 60690. Itinerary: San Francisco, Chicago, St. Louis, Cincinnati, Cleveland, New York, Waterbury, Conn. WTD 11/66 on parent company National Consolidated Ltd. under revision.

Jack Costello, George Wills & Co. Ltd., 203 King St., Melbourne, Victoria, interested in sole representation for Australia for **toys, fancy goods, hardware, sporting goods.** Apr. 23 via New York for approx. two weeks. c/o Australian Trade Commissioner, 636 5th Ave., New York, N.Y. 10020. Itinerary: New York, Chicago, San Francisco or Los Angeles. WTD in preparation.

AUSTRIA—F.D. Bucheit, representing his own firm, 34 Mozartstrasse, A-2500 Baden bei Wien, interested in contacting U.S. manufacturers of **industrial instruments to discuss distribution and/or sales representation for Austria and Eastern Europe.** Apr. 21 via Miami Beach for ten days. Itinerary: 4/21-27 c/o Hotel Fountainebleau, 4441 Collins Ave., Miami Beach, Fla. 33140; 4/28-30 c/o 460 Cumberland Drive, Crystal Lake, Ill. 60014 (Telephone: 815-359-7538); Addison, Ill.; Chicago. WTD 9/67.

BRAZIL—J. Miedzinski, Commercial Director, Mancal S.A. Industria e Comercio de Metais em Po, Ava Moffarej No. 110, Sao Paulo (Manufacturer of bronze castings), interested in discussing **joint-venture agreements.** Apr. 12 via New York for five weeks. c/o George J. Hansen, 9504 Lower Valley Pike, Medway, Ohio 45341. Itinerary: Chicago, will visit Design Engineering Show; New York. WTD 5/67.

ECUADOR—Carlos E. Roggiero, Proprietor, Alfatex—Fabrica de Tejidos de Punto, P.O. Box 3866, Guayaquil, interested in **machinery and raw materials for knitting industry.** Apr. 6 via Miami for three weeks. c/o Ecuadorean Consulate General, 1270 Ave. of the Americas, Room 2006, New York, N.Y. 10020. Itinerary: Miami, New York. WTD 10/65 under revision.

FINLAND—Jouko Karaspuro, Kumi-Tuote Commandite Co., Hitsaajankatu 8, Helsinki 81, interested in **new import agency accounts for technical goods in electrical supplies, plastics, technical rubber products.** Apr. 10 via New York for 24 days. c/o W. H. Brady Co., 727 W. Glendale Ave., Milwaukee, Wisc. 53209. Itinerary: Detroit, Cleveland, Toledo, Buffalo, Pittsburgh, New Rochelle, N.Y. WTD 4/68.

Juhani Salovaara, Pres., Siivouskeskus Oy, Helsinki, interested in new **techniques and equipment in industrial cleaning field, wishes to visit firms running sales and service training courses.** Apr. 22 via New York for 14 days. c/o 45th Annual Educational Conference & Merchandise Exposition, Conrad Hilton Hotel, 270 S. Michigan, Chicago, Ill. 60605. 4/27-30. Itinerary: New York, Chicago, San Francisco, Hamilton, N.Y. WTD 4/68.

ISRAEL—Eliezer Doovdevani and Yeshayhu Milstein, 23 Hatichon St., Savvon, interested in **purchasing machinery for manufacturing wooden pallets for plant to be established in Israel and in visiting plants of U.S. manufacturers of wooden pallets, containers, box pallets.** Apr. 16 via New York for three weeks. c/o Saranac Industries, Benton Harbor, Mich. 49022. Itinerary: Chicago, California cities where would prefer to arrange all contacts. WTD in preparation.

JAPAN—Motoo Kobayashi, Assist. Chief, Production Equipment Designing Section, Carrier Communication Equipment Dept., Nippon Electric Co., 7-15 Shiba 5-chome, Minato-ku, Tokyo, **interested in purchasing production and assembly equipment for use in fabrication of carrier communication equipment.** Apr. 28 via Los Angeles for two weeks. c/o Nippon Electric New York, Inc., Room 3721 Pan American Bldg., 200 Park Ave., New York, N.Y. 10017. Itinerary: Los Angeles, New York, Boston, Cleveland, Chicago. WTD 10/67.

MOROCCO—Charles Guetta, Compagnie Centrale Industrielle et Commerciale—C.C.I.C.-MAROC, 238 Blvd. Emile Zola, Casablanca, interested in obtaining **dealership for Morocco for hotel equipment, such as kitchen equipment, silverware, furnishings, and in exploring possibility of obtaining exclusive Moroccan franchise for an air conditioning manufacturing company.** Apr. 20 via New York for two weeks. c/o Miss Pamela Bush, 61 E. 66th St., New York, N.Y. 10021. Itinerary: New York ten days, Dallas two days, other cities as required. WTD 12/67.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Chile. OBR 68-3. Information on the following subjects is included: geography, population, economic structure, agriculture, manufacturing, transportation, labor force, finance, foreign trade, development plan and economic outlook.

The Market for Machine Tools & Related Equipment in Italy—1965-67. OBR 68-4. A market profile and market analysis are presented, along with lists of Italian machine tool producers and members of the National Machine Tools Manufacturers Assn.

United States Foreign Trade 1966 and 1967 (preliminary). OBR 68-5. Monthly, quarterly and annual values of exports, imports and merchandise balance are included, as well as exports and imports of principal commodities, exports and imports by geographic area, and other tables.

Summary & Text of Philippine Investment Incentives Act. OBR 68-7. Full text of the Sept. 1967 law is presented, as well as a brief summary.

Foreign Trade Regulations of Afghanistan. OBR 68-13. Afghanistan's trade policy, import tariffs and nontariff controls, internal taxes, documentation and labeling, exchange controls, export controls, U.S. controls and government representation are covered in this report.

Product Approval and Certification in Canada—A Guide for U.S. Manufacturers. OBR 68-14. This report, prepared by the U.S. Embassy in Ottawa, provides information for U.S. exporters on whether their equipment or products meet Canadian standards and requirements.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Mining Industry of British Columbia and the Yukon.* By John C. Dawson. Published by the British Columbia Hydro & Power Authority. Vancouver. 1968, 53pp.**

The third edition of this report was prepared by the Industrial Development Department of the British Columbia Hydro & Power Authority as part of a program of encouraging new investment and enterprise in British Columbia.

It reports that mineral production in British Columbia and the Yukon has set a record for the sixth year straight. It describes the mining industry as having developed a new long-term stability due to a trend away from small high-grade mines toward large low-grade operations with enormous ore reserves. The makeup of the industry is changing, with copper replacing lead and zinc as the major metal mined in British Columbia, and molybdenum in fourth place, after being mined there for the first time three years ago.

Write: Industrial Development Department, British Columbia Hydro & Power Authority, Vancouver 1, British Columbia, Canada.

***Trade Policy Toward Low-Income Countries.* Published by the Committee for Economic Development. New York. 1967. 44pp. $1**

This publication recommends a national policy by which the United States and other industrial nations can help increase the export earnings of developing countries.

Among the topics covered are: development efforts of low income countries; contribution of high income countries through trade liberalization; tariffs and other barriers to trade; postponement of reciprocity by low income countries; international commodity agreements; and establishment of regional trade and market areas.

Write: Committee for Economic Development, 711 Fifth Ave., New York, N.Y. 10022.

***United Kingdom Balance of Payments. 1967.* Published by Central Statistical Office. London. 1967. 67pp. $2.**

This publication contains calendar year estimates of the balance-of-payments of the United Kingdom, both with the overseas sterling area and with the non-sterling areas.

Some 30 tables are included, featuring such subjects as visible trade, shipping, civil aviation, travel, earnings of direct investment, loans to and by the U.K., and many other items.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***The International Basic Economy Corporation.* By Wayne G. Broehl, Jr. Published by the National Planning Assn. Washington, D.C. 1968. 314pp. $3**

The International Basic Economy Corporation was founded by Nelson Rockefeller in 1947, with the aim of assisting the economic and social development of more than 30 countries throughout the world.

This report analyzes the nearly 200 IBEC operations, past and present. The Corporation attempts to upgrade living standards of developing countries by lowering food prices, building sound housing and mobilizing savings. The other basic objective of IBEC is to make enough profit to attract other private companies of the developed world into the market.

The Corporation's activities are in five major fields: food, housing, poultry, industry, and funds, insurance and investment. It has shown special skill in processing and distribution, according to the report.

Write: National Planning Assn., 1606 New Hampshire Ave. NW., Washington, D.C. 20009.

Puerto Rican development subject of two booklets

Two booklets are available, without charge, detailing business and industry in Puerto Rico.

The first, *Puerto Rico Economy & Finances, 1966,* reviews business and finance for the fiscal year 1966. The book is available from the Department of the Treasury, Office of Economic and Financial Research, Commonwealth of Puerto Rico, San Juan, Puerto Rico 00905.

Industry in Puerto Rico deals with the important role played by manufacturing in Puerto Rican development. A copy can be obtained by writing Chase Manhattan Bank, N.A., 1 Chase Manhattan Plaza, New York, N.Y. 10015.

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Calendar *for international traders*

ANN ARBOR, Mich.—May 13-14—Seminar on Current Developments in U.S. Taxation of Foreign Operations, Statler-Hilton Inn. Sponsor: Graduate School of Business Admin., University of Michigan.

ATLANTA—May 9—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

BOSTON—May 1—Businessmen's Consultation, **John C. Fuess, Consul General, Trieste.** Sponsor: Commerce Field Office.

BOSTON—May 1—Luncheon meeting, Int'l House, Int'l Center of New England. Speaker: **John C. Fuess, Consul General, Trieste.** Sponsors: Commerce Field Office, Int'l Center.

CHICAGO—Apr. 30—In-Office Meeting. Sponsor: Commerce Field Office.

CHICAGO—Apr. 30—Businessmen's Consultation, **Michael Dowling, Commercial Attache, Jidda.** Sponsor: Commerce Field Office.

CHICAGO—May 9—In-Office meeting. Sponsor: Commerce Field Office.

CHICAGO — May 14 — Automotive Exporters' Club of Chicago meeting, Builders Bldg.

CLARKSBURG, W. Va.—May 8—Int'l Trade Seminar, Conference Room, Small Business Admin., 12:15 p.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, SBA.

CLEVELAND—May 2—Export luncheon and workshop, Sheraton Sahara Motel. Sponsors: Commerce Field Office, Cleveland World Trade Assn., Greater Cleveland Growth Assn.

DALLAS—May 7—Businessmen's Consultations, members of U.S. Trade Mission to Pakistan, Commerce Field Office, 9 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—Apr. 30—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—May 14—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

FT. WORTH—Apr. 30—Int'l Trade Workshop, Chamber of Commerce, 9:30 a.m. Sponsors: Chamber of Commerce, Commerce Dallas Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

FT. WORTH—May 6—Businessmen's Consultations, members of U.S. Trade Mission to Pakistan, Chamber of Commerce. Sponsors: Chamber of Commerce, Commerce Dallas Field Office, REEC.

LOS ANGELES—Apr. 29—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

NEW ORLEANS—Apr. 28-30—23rd Mississippi Valley World Trade Conference, Roosevelt Hotel. Sponsors: Miss. Valley World Trade Council, La.-Miss. REEC, Commerce Field Office.

NEW ORLEANS—May 6-8—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

NEW YORK—May 2—Profits in Exports meeting for members, Business Equipment Manufacturers Assn., 235 E. 42nd St. Sponsors: Commerce Field Office, BEMA.

NEW YORK—May 2-3—Businessmen's Consultation, **Michael Dowling, Commercial Attache, Jidda.** Sponsor: Commerce Field Office.

NEW YORK—May 9-10—Businessmen's Consultation, **John C. Fuess, Consul General, Trieste.** Sponsor: Commerce Field Office.

ORLANDO, Fla.—May 1—Export counseling session, Fla. Industries Exposition, Exposition Hall, 2-4 p.m. Sponsors: Fla. Development Commission, Commerce Field Office.

PORTLAND, Ore.—May 2—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

ST. JOSEPH, Mo.—Apr. 29—First of three weekly Export Procedures Courses on Documentation, St. Joseph Area Chamber of Commerce, 7 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Chamber of Commerce.

ST. LOUIS—May 7—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

SAN FRANCISCO—Apr. 30-May 1—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

SEATTLE—May 3—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

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